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Generating Wealth

Q1FY27 Result Update
11th August, 2026

Raymond Realty Ltd

Capacity Expansion

CMP: INR 607

Rating: Buy

Target: INR 1,025

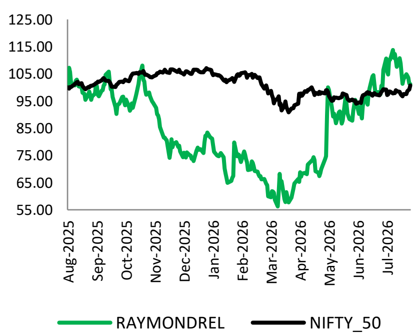
Stock Info	
BSE	544420
NSE	RAYMONDREL
Bloomberg	RAYMONDREL:IN
Sector	Real estate
Face Value (INR)	10
Equity Capital (INR mn)	667
Mkt Cap (INR Mn)	40,410
52w H/L (INR)	735 / 349
Avg Yearly Volume (in 000')	363

Shareholding Pattern %
(As on June, 2026)

Promoters	51
DII	2.9
FII	5.9
Public & Others	40.2

Stock Performance (%)	1m	6m	12m
RAYMONDREL	-15%	31.3%	-3.4%
NIFTY	1.5%	-5.3%	-0.01%

RAYMONDREL vs Nifty



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Raymond Realty delivered a strong operational quarter in Q1FY27, with booking value of INR 7,000 Mn, up a sharp 129% YoY against INR 3,060 Mn in Q1FY26, driven by the asset-light JDA portfolio which contributed 64% of bookings versus 36% from the Thane land parcel. Collections stood at INR 5,500 Mn against INR 3,740 Mn, up 47% YoY, supported by healthy construction progress and delivery momentum across ongoing projects. Revenue came in at INR 5,266.7 Mn, growing 38% YoY but de-growing 54% QoQ, missing our estimate of INR 5,707 Mn on lower revenue recognition from the Q4FY26 launches still under early-stage execution. EBITDA stood at INR 611.7 Mn, up 105% YoY and down 74% QoQ, below our estimate of INR 742.0 Mn, with margin at 12%, an expansion of 377 bps YoY though a contraction of 864 bps QoQ on seasonality and product mix. PAT came in at INR 134.3 Mn, declining 19% YoY and 92% QoQ, as the sharp EBITDA expansion was more than offset by finance costs of INR 471.7 Mn, up 224% YoY, with the balance sheet drawn upon to fund construction spends and the JDA scale-up. PAT margin stood at 3%, contracting 178 bps YoY and 1,138 bps QoQ.

Investment Rationale

Asset-light pivot delivered two years early - JDAs now contribute 64% of pre-sales and 52% of GDV, against guidance of 50% of pre-sales only by FY28. A typical INR 20,000 Mn GDV JDA absorbs just INR 3,000-3,500 Mn of capital, with land deposits at 10-15% of land value. GDV has scaled to INR 520,000 Mn from INR 400,000 Mn in three quarters while net debt sits at INR 8,240 Mn and net D/E at 0.7x, inside the 1.0x internal ceiling, with untapped SPV-level AIF capacity before equity. Cost of debt 9.6% and falling. Growth is decoupled from the balance sheet, which is what underwrites 20%+ ROCE against a trailing six-year record above 25%.

INR 397,000 Mn embedded pipeline, monetisation already proven - Unsold launched GDV of INR 157,000 Mn plus unlaunched GDV of INR 240,000 Mn gives 7-8 years of visibility across Thane, BKC, Bandra East, Wadala, Sion, Mahim, Kandivali and Parel. Thane validates the full cycle INR 94,000 Mn sold, INR 74,600 Mn collected, 11 towers delivered. The JDA book is replicating it faster: four projects still at excavation stage have booked INR 29,000 Mn of sales against INR 115,000 Mn of potential. Q1 pre-sales INR 7,000 Mn, +129% YoY, ahead of internal budgets. Parel (INR 85,000 Mn) opens South Bombay premium; two Mahim launches add INR 45,000-47,000 Mn within FY27.

Margin at a trough, not a run-rate Q1 EBITDA margin of 13.1% reflects four Q4FY26 launches carrying full upfront costs with negligible POC-recognised revenue. Thresholds get crossed through Q2-Q4, supporting the 17-19% FY27 band. Structural mix is stronger own land 25-26%, JDAs 20% at maturity, with the launched JDAs still in their lowest-margin phase and scaling into FY28. On PAT, INR 450 Mn of FY26 finance cost is government instalment dues at 8-9%, a deliberate ROCE-accretive line rather than stress. Meanwhile the stock is 32% off its 52-week high on FII+DII holding falling from 22% to 8% a mandate-driven post-demerger exit, not a performance verdict. Dedicated IR now in place and project-level PE under consideration.

Outlook & Valuation - We remain positive on Raymond Realty, underpinned by an expanded pipeline and improving margin trajectory. Total GDV has scaled to INR 520,000 Mn, with the JDA portfolio at INR 270,000 Mn now overtaking the Thane land bank and embedded visibility of INR 397,000 Mn offering 7-8 years of pre-sales runway across prime MMR micro-markets. Revenue is expected to grow at a 20% CAGR over FY27-29E, driven by the two Mahim launches in H2FY27 and ramp-up of the four JDA projects launched in Q4FY26. EBITDA margins should expand from 12% in Q1FY27 to 17-19% in FY27E and toward 20% by FY29E as upfront launch costs normalize and JDA revenues flow through under POC accounting. Pre-sales are accelerating sharply, with Q1FY27 at INR 7,000 Mn (+129% YoY) tracking ahead of guided 20%+ growth, though near-term PAT remains constrained by finance costs funding the JDA scale-up.
We value the company on a NAV basis at 1x and arrive at a target price of INR 1,025**, an upside of 69**% from CMP of INR 607. We maintain BUY.

Key Financials

Particulars (INR Mn)	FY25	FY26	FY27E	FY28E	FY29E
Net revenue	23200	29910	35892	43070	51684
EBITDA	4060	4470	5946	7566	9080
EBITDAM (%)	18%	15%	17%	18%	18%
APAT	2740	3048.9	4019	4889	5790
APATM (%)	12%	10%	11%	11%	11%
EPS (Rs)	166.1	45.8	60.4	73.4	87.0
EV/EBITDA	1.3	9.9	8.0	6.1	5.0
RoE (%)	576%	19%	21%	21%	21%

Source: Arihant Research, Company Filings

Raymond Realty Ltd Q1FY27

Outlook - Management enters FY27 carrying forward Q4FY26 launch momentum, with the asset-light pivot now decisively ahead of plan - JDAs contribute 52% of total GDV and 64% of Q1 pre-sales, against the earlier stated target of 50% of pre-sales only by FY28. Total GDV scaled to INR 520,000 Mn on the back of the marquee Parel signing, RRL's maiden entry into South Bombay premium housing. Management reiterated FY27 guidance of 20%+ pre-sales and revenue growth, 17-19% EBITDA margin and 20%+ ROCE, with margin normalisation loaded into H2 as Q4FY26 launches cross revenue recognition thresholds. No demand softness observed across any micro-market; Q1 pre-sales tracked ahead of internal budgets.

Financial and Operating Performance
- Total income for the quarter is reported at INR 5,360 Mn, that is 37% increase YoY (Q1FY26: INR 3,900 Mn).
- EBITDA stood at INR 700 Mn, growing 70% YoY (Q1FY26: INR 410 Mn).
- EBITDA margin came in at 13.1%, expanding by 260 bps YoY, though below full-year guidance on upfront marketing and construction set-up costs for the four projects launched in Q4FY26 - most in March itself.
- Profit for Q1FY27 is INR 134 Mn, a decline of 19% YoY, on elevated finance cost.
- Pre-sales for the quarter reached INR 7,000 Mn, marking 129% YoY growth (Q1FY26: INR 3,050 Mn) best-ever Q1, driven by BKC, Bandra East, Wadala, Sion and Thane.
- Collections totalled INR 5,500 Mn, up 47% YoY.
- Sales Mix: JDA/asset-light contributed 64% of Q1 booking value; Thane own-land 36%. Broader MMR now 2/3 of pre-sales versus 1/3 for Thane - mix shift is structural, with Thane absolute numbers holding while its share compresses on new MMR launches.

Debt Position: Net debt at INR 8,240 Mn with net D/E of 0.7x, comfortably inside the internal ceiling of 1.0x. Liquidity buffer of INR 2,710 Mn; FY27 construction pipeline fully funded. Blended cost of debt at 9.6% and trending down.

Other Highlights
- Portfolio Overview - INR 520,000 Mn Total GDV: JDA portfolio at INR 270,000 Mn (52%) across 8 projects, now larger than own land. Thane Land Parcel (100 Acres) at INR 250,000 Mn, of which 65 acres under active development representing 6.7 Mn sq ft RERA carpet and INR 165,000 Mn revenue potential already sold INR 94,000 Mn and collected INR 74,600 Mn, with 11 towers/4,000 homes delivered.
- JDA Projects (8 Total): Four launched - Bandra East, BKC, Wadala and Sion - aggregating 2.8 Mn sq ft RERA carpet and INR 115,000 Mn revenue potential. Cumulative sales of INR 29,000 Mn and collections of INR 6,920 Mn already achieved against these, notwithstanding that three of the four are at excavation stage. Two recent signings, Parel and Kandivali, together add INR 115,000 Mn GDV.
- Parel JDA - INR 85,000 Mn GDV: 1.7 Mn sq ft carpet, marks strategic foray into South Bombay premium after 1-2 years of attempted entry. Launch 18 months out on standard approval cycle. Ticket sizes underwritten at INR 60-200 Mn; product mix is Address by GS and Invictus by GS, no 10X. Peak capital deployment of INR 4,500-5,000 Mn given phased launch.
- FY27 Launch Pipeline - Two Mahim Projects: Mahim-1 with GDV of INR 25,000 Mn launching late Q3FY27 (Nov-Dec), Mahim-2 with GDV of INR 20,000-22,000 Mn in Q4FY27 (Feb-Mar). Approvals on track. Takes launched JDAs to 6 of 8 by FY27-end; Parel and Kandivali remain in the approval phase. 10X Mahalakshmi Ltd incorporation is a shelf SPV held in anticipation of a deal - no transaction announced.
- Growth Visibility: Unsold launched GDV of INR 157,000 Mn plus unlaunched GDV of INR 240,000 Mn provides INR 397,000 Mn of embedded pipeline. Management pegs 7-8 years of work in hand across a diversified MMR micro-market spread.

- Margin Architecture: Own land at 25-26%, JDAs at 20% at steady state but currently dilutive given nascent execution stage. Blended guidance of 17-19% for FY27, with JDA margin uplift flagged for FY28 as launched projects mature. Management aspires to hold as close to 20% blended as possible thereafter.
- Capital Allocation - JDA Efficiency: Land deposit at only 10-15% of land value at signing, with bulk of capital going into approvals and construction. A typical INR 20,000 Mn GDV JDA needs INR 3,000-3,500 Mn of capital. If leverage approaches 1.0x, SPV-level AIF capital is the preferred lever - multiple AIFs already in discussions. Equity dilution explicitly the last resort with no current plans.
- Finance Cost Clarification: FY26 finance cost splits into term loan interest of INR 500 Mn and interest on dues to government of INR 450 Mn - the latter being instalment facilities on approval/premium costs at 8-9%, cheaper than bank debt and ROCE-accretive. FY27 interest cost indicated at INR 1,000-1,200 Mn (±10-20%), with a formal disclosure to follow. FY26 EBITDA base at INR 4,900-4,950 Mn. No PAT or cash profit guidance offered, consistent with existing policy.
- Institutional Holding: FII+DII holding declined from 22% in Q1FY26 to 8%. Management attributes this to post-demerger market cap falling below mid-cap mandate thresholds, forcing compulsion-driven exits rather than performance concerns, with family offices and retail absorbing the supply. Market cap has since recovered past INR 40,000 Mn from INR 30,000 Mn. A dedicated IR resource has been onboarded with an institutional outreach mandate from Q2FY27, and management responded receptively to inducting PE capital at project level on the Blackstone-Embassy/Kolte-Patil template.
- Market Dynamics: Demand remains firm with no softness across projects; Q1 delivery ahead of internal projections. HomeFest is a third consecutive annual monsoon funnel-top-up exercise, not a discounting response - 20% conversion during the event, with the balance 80% converting over the subsequent two months. Input cost pressure from global conflict flagged as transient, with contingencies built into 5-6 year project underwriting. DCPR 2034 and a pro-development Maharashtra policy stance cited as clarity enablers.

Q1FY27 - Quarterly Performance (Consolidated)

Participular (Mn)	Q1FY27	Q1FY26	YoY	Q4FY26	QoQ
Revenue	5267	3805	**38%**	11567	**-54%**
Cost of land	4139	2550	62%	20559	-80%
Changes in Inventories	-477	61	-878%	-12481	-96%
Employee benfit	396	292	36%	369	7%
Other expenses	597	603	-1%	777	-23%
Total Expenses	4,655	3,507	33%	9,225	-50%
EBITDA	**612**	**298**	**105%**	**2,343**	**-74%**
EBITDA Margin %	*12%*	*8%*	377	*20%*	-864
Depreciation	78.7	51.6	53%	71.9	9%
EBIT	**533**	**247**	**116%**	**2,271**	**-77%**
EBIT Margin	10%	6%	364	20%	-951
Interest	472	146	224%	403	17%
Other income	90	114	-20%	191	-53%
PBT	**152**	**215**	**-29%**	**2,059**	**-93%**
PBT Margin	3%	6%	-276	18%	-1492
Tax	17.4	49.5	-65%	447.5	-96%
Tax Margin	11%	23%	-1161	22%	-1027
Net Profit	**134**	**165**	**-19%**	**1,611**	**-92%**
PAT Margin	3%	4%	-179	14%	-1138

Pre-sales	7,000	3,060	**129%**	15,190	**-54%**
Collection	5,500	3,740	**47%**	5,150	**7%**

Source: Arihant Research, Company Filings

Profit and Loss Statement

Particulars (INR Mn)	FY25	FY26	FY27E	FY28E	FY29E
Net sales	**23,200**	**29,910**	**35,892**	**43,070**	**51,684**
Growth %	46%	29%	20%	20%	20%
Total expenditure	19,140	25,440	29,946	35,504	42,605
EBITDA	**4,060**	**4,470**	**5,946**	**7,566**	**9,080**
EBITDAM (%)	*18%*	*15%*	*17%*	*18%*	*18%*
Depreciation	170	231	281	341	415
EBIT	3,890	4,239	5,666	7,225	8,665
Other income	310	490	624	792	1,002
Interest expenses	500	980	1,328	1,981	2,429
PBT	3,700	3,749	4,962	6,036	7,238
Tax	960	701	943	1,147	1,448
Reported PAT	**2,740**	**3,049**	**4,019**	**4,889**	**5,790**
PAT Margin %	*12%*	*10%*	*11%*	*11%*	*11%*
EPS	41	46	60	73	87

Source: Arihant Research, Company Filings

Balance Sheet

Particulars (INR Mn)	FY25	FY26	FY27E	FY28E	FY29E
Share Capital	17	666	666	666	666
Reserves & Surplus	459	15,009	18,057	22,076	26,965
Total Shareholder's Fund	**476**	**15,674**	**18,723**	**22,742**	**27,631**
Minority Interest					
Non - current Liabilities					
Long term borrowings	1,892	7,188	8,973	8,614	10,337
Long term provision	31	201	241	289	347
Other financial liability	-	-	-	-	-
Other long term liabilities	-	-	-	-	-
Total	**1,922**	**7,389**	**9,214**	**8,904**	**10,684**
Current Liabilities					
Short term borrowing	2,780	2,950	6,819	7,322	8,786
Trade payables	2,474	16,530	7,867	9,440	11,328
Short term provisions	0	165	198	238	285
Deferred tax liablities	227	141	718	861	1,034
Other current financial liability	2,467	17,602	7,178	8,614	10,337
Other current liabilities	2,701	10,164	16,869	20,243	24,292
Total	**10,649**	**47,552**	**39,650**	**46,718**	**56,062**
Total liabilities	**13,047**	**70,615**	**67,587**	**78,364**	**94,377**
Application of Assets					
Net Block	21	886	2,605	4,264	5,849
Current work in process	-	53	-	-	-
Intangible	-	5	10	10	10
Non current investment	-	11	13	16	19
Tax assets	17	97	117	140	168
Other Financial assets	115	32	38	46	55
Other non-current assets	8	2	36	43	52
Total	**161**	**1,085**	**2,819**	**4,519**	**6,153**
Current Assets					
Current investments	100	14	16	20	24
Inventories	8,982	42,809	34,417	41,300	49,560
Trade receivables	76	2,256	2,753	3,304	3,965
Cash balance	187	3,538	5,749	7,330	10,990
Other Financial asset	60	247	296	356	427
Other current assets	3,481	20,667	21,535	21,535	23,258
Income tax aseets	-	-	-	-	-
Total	**12,886**	**69,530**	**64,768**	**73,845**	**88,224**
Total assets	**13,047**	**70,615**	**67,587**	**78,364**	**94,377**

Cash Flow Statement					
Particulars (INR Mn)	**FY25**	**FY26**	**FY27E**	**FY28E**	**FY29E**
Net profit after tax	**2,740**	**3,049**	**4,019**	**4,889**	**5,790**
Less: Other Income	-310	-490	-624	-792	-1,002
Add: Interest cost	500	980	1,328	1,981	2,429
Add: Depreciation	170	231	281	341	415
Operating profit before working capital changes	3,100	3,770	5,004	6,420	7,632
Changes in working capital	3,262	-16,454	-909	-405	-1,348
Cash flow from Operations	6,362	-12,684	4,095	6,015	6,285
Cash flow from Investing	283	-662	-1,387	-1,245	-1,042
Cash flow from Financing	-6,493	16,697	-495	-3,189	-1,582
Net cash Inflow/Outflow	**152**	**3,351**	**2,212**	**1,581**	**3,660**
Opening cash	35	187	3,538	5,749	7,330
Closing cash	**187**	**3,538**	**5,749**	**7,330**	**10,990**

Source: Arihant Research, Company Filings

Key Financial ratios					
Particulars (INR Mn)	**FY25**	**FY26**	**FY27E**	**FY28E**	**FY29E**
Per share Data					
EPS (Rs)	1661	1848	60	73	87
Book value per share (Rs)	288	9500	281	342	415
Profitability Ratios					
EBITDAM(%)	18%	15%	17%	18%	18%
PBTM (%)	16%	13%	14%	14%	14%
NPM (%)	12%	10%	11%	11%	11%
RoE (%)	576%	19%	21%	21%	21%
RoCE (%)	162%	18%	20%	23%	23%
Efficiency Data					
Debt-Equity (x)	10	0.65	1	1	1
Debt/EBITDA (x)	1	2	3	2	2
Interest Cover (x)	8	4	4	4	4
Fixed Asset (x)	0.00	0.03	0.07	0.10	0.11
Debtors (Days)	1	28	28	28	28
Inventory (Days)	141	522	350	350	350
Payable (Days)	39	202	80	80	80
WC (Days)	104	348	298	298	298
Valuation					
P/E (x)	0.3	0.3	9.3	7.7	6.5
P/BV	2.0	0.1	2.0	1.7	1.4
EV/EBITDA	1.3	1.7	8.0	6.1	5.0
EV/Sales	0.2	0.3	1.3	1.1	0.9

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Stock Rating Scale	Absolute Return
BUY	>20%
ACCUMULATE	12% to 20%
HOLD	5% to 12%
NEUTRAL	-5% to 5%
REDUCE	-5% to -12%
SELL	<-12%

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