

01 August 2024

India | Equity Research | Q1FY25 results review

## **Phoenix Mills**

**Real Estate** 

## **Growth story on track**

The Phoenix Mills (PHNX) clocked 7% YoY LTL consumption growth in Q1FY25 as India's general elections and heat waves impacted consumption. With the company's Wakad, Pune and Hebbal, Bengaluru malls having opened in Sep/Oct'23, respectively and Indore/Ahmedabad malls having opened in FY23, focus is now on growth from new assets. We expect PHNX to achieve a 17% rental income CAGR over FY24–27E, resulting in INR 26.6bn of rental income in FY27E vs. ~INR 16.7bn in FY24. Its Kolkata and Surat malls are expected to open in FY28E and Rise, Lower Parel office in FY26/27E. Retain **HOLD** with a revised Mar'25E NAV TP of INR 3,461 (earlier INR 3,121) with 50% premium to NAV and a cap rate of 5%, considering double-digit consumption growth in the medium term. Key upside risk: Higher rental growth and downside risk: fall in occupancies.

### Q1FY25 sees 7% LTL consumption growth

LTL consumption base for FY23, across the company's operational malls, was 19% higher than FY20 levels, while FY24 LTL consumption was 108% of FY23 levels on a high base. In Q1FY25, owing to the impact of India's general elections, heat waves and lower multiplex footfalls, LTL consumption growth stood at 7% YoY while overall consumption growth, including new assets, stood at 25%. Ahead, with the four malls opened over FY23–24 (Ahmedabad/Indore/Pune/Bengaluru) expected to fully stabilise, focus would shift to overall consumption and rental growth for the company. While FY24 overall consumption growth stood at 23% (including new assets), PHNX guides for double-digit consumption growth over the medium term. We expect consumption growth to range between 15–20% over FY24-26E with estimated retail rental income CAGR of 20% over the same period.

### Expect rental income CAGR of 17% over FY24-27E

PHNX will have ~14msf operational mall space by FY28 (~8msf currently operational). We expect PHNX to achieve a 17% rental income CAGR over FY24–27E, resulting in INR 26.6bn of rental income in FY27E vs. ~INR 13.3bn in FY23. Its Kolkata and Surat malls, expected to open in FY28E, and Rise, Lower Parel office in FY26/27E are other rental drivers. Beyond the current pipeline of upcoming projects, PHNX continues to evaluate new opportunities in tier-1/2 cities across India such as the MMR, the NCR, Jaipur, Chandigarh, etc. to drive future growth. PHNX also acquired an 11.5-acre land parcel in Thane (W), MMR for INR 4.3bn having development potential of ~3msf and may be a mixed-use development considering the high Grade A mall density in that micro-market with an estimated total spend of INR25bn (land + approval + construction spend). It is also in the final stages of due diligence for a large mall development in South India.

## **Financial Summary**

Y/E March (INR mn)	FY23A	FY24A	FY25E	FY26E
Net Revenue	26,383	39,777	41,748	47,365
EBITDA	15,189	21,769	26,595	30,601
EBITDA Margin (%)	57.6	54.7	63.7	64.6
Net Profit	7,298	10,993	13,430	15,383
EPS (INR)	42.6	64.2	78.5	89.9
P/B (x)	7.4	6.5	5.8	5.1
P/E (x)	84.6	56.2	46.0	40.1
EV/EBITDA (x)	43.0	30.0	24.5	21.0
RoCE (%)	11.3	14.2	15.5	15.9
RoE (%)	9.8	12.3	13.2	13.4

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### **Market Data**

Market Cap (INR)	645bn
Market Cap (USD)	7,698mn
Bloomberg Code	PHNX IN
Reuters Code	PHOE.BO
52-week Range (INR)	4,137 /1,652
Free Float (%)	52.0
ADTV-3M (mn) (USD)	25.9

Price Performance (%)	3m	6m	12m
Absolute	14.4	53.5	108.4
Relative to Sensex	4.5	39.2	85.2

### **Previous Reports**

20-05-2024: <u>Q4FY24 results review</u> 14-02-2024: <u>Q3FY24 results review</u>

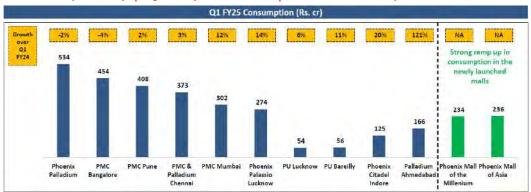


Exhibit 1: Q1FY25 consolidated result review

INR mn	Q1FY25	Q1FY24	Q4FY24	YoY (%)	QoQ (%)
Total Operating income	9,041	8,106	13,060	11.5	(30.8)
·					
Raw Materials	919	1,066	3,317	(13.7)	(72.3)
Personnel Cost	886	644	739	37.5	19.9
Other Expenses	1,926	1,473	2,736	30.7	(29.6)
Total Expenses	3,731	3,183	6,792	17.2	(45.1)
EBITDA	5,310	4,923	6,268	7.9	(15.3)
EBITDA margin (%)	58.7	60.7	48.0	(200) bps	1,074 bps
Interest (Net)	1,031	957	995	7.8	3.6
Depreciation	775	630	757	23.1	2.3
Other Income	383	290	372	32.1	2.9
Extraordinary items	(5)	-	-	NM	NM
Profit Before Tax	3,882	3,627	4,887	7.0	(20.6)
Taxation	747	730	998	2.4	747
Profit After Tax before	3,134	2,897	3,888	8.2	3,134
MI/Associate					
MI/Associate share	(809)	(492)	(621)		
Reported PAT	2,325	2,405	3,268	(3.3)	(28.8)
Adjusted PAT	2,331	2,405	3,268	(3.1)	(28.7)

Source: I-Sec research, Company data

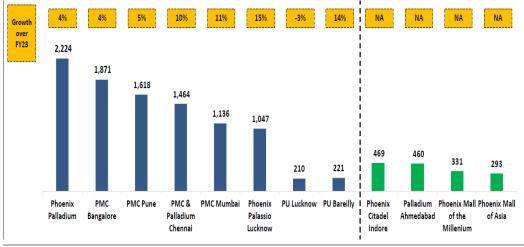
Exhibit 2: Q1FY25 (Apr-Jun'24) LTL consumption at 107% of Q1FY24 levels



- Total consumption in Q1 FY25 stood at ~Rs. 3,215 cr, demonstrating a YoY growth of 25% over Q1 FY24.
- On a like-to-like basis<sup>^</sup> consumption in Q1 FY25 has grown by 7% over Q1 FY24.
- Gross retail collections\* stood at "Rs. 798 cr in Q1 FY25, with a growth of 30% over Q1 FY24.

Source: I-Sec research, Company data

Exhibit 3: FY24 LTL consumption at 108% of FY23 levels



Source: I-Sec research, Company data



Exhibit 4: Occupancy and trading density trend across major malls

Asset	GLA	Leased Occupancy		Trading Occupancy	
	GLA	Mar-24	Jun-24	Mar-24	Jun-24
Phoenix Palladium Mumbai	~0.87 msft	99%	98%	97%	97%
Phoenix MarketCity Bangalore	~1.00 msft	98%	98%	97%	97%
Phoenix MarketCity Pune	~1.20 msft	98%	96%	95%	95%
Phoenix MarketCity and Palladium Chennai	~1.22 msft	96%	97%	94%	95%
Phoenix MarketCity Mumbai	~1.10 msft	99%	99%	92%	93%
Phoenix Palassio Lucknow	~1.00 msft	99%	99%	97%	97%
Phoenix Citadel Indore (commenced operations on 1st December 2022)	~1.00 msft	95%	94%	91%	91%
Palladium Ahmedabad (commenced operations on 26 <sup>th</sup> February 2023)	~0.75 msft	95%	97%	86%	86%
Phoenix Mall of the Millennium (commenced operations on 1 <sup>st</sup> September 2023)	~1.20 msft	95%	95%	76%	80%
Phoenix Mall of Asia (commenced operations on 27th October 2023)	~1.20 msft	97%	97%	57%	72%
	Weighted Average Occupancy	97%	97%	88%	90%

Source: I-Sec research, Company data

## Exhibit 5: Q1FY25 asset-wise rental income

	Q1 FY25	Q1 FY24	% growth over Q1 FY24	
Name of Asset	Retail Rental Income	Retail Rental Income		
	(Rs. cr)	(Rs. cr)		
Phoenix Palladium Mumbai	99	96	4%	
Phoenix MarketCity Bangalore	50	49	3%	
Phoenix MarketCity Pune	53	51	4%	
Phoenix MarketCity and Palladium Chennai	56	51	9%	
Phoenix MarketCity Mumbai	42	38	10%	
Phoenix Palassio Lucknow	34	31	12%	
Phoenix United Lucknow	8.7	8.5	2%	
Phoenix United Bareilly	6.2	5.5	12%	
Phoenix Citadel Indore (operational from Dec-22)	23	23	2%	
Palladium Ahmedabad (operational from Feb-23)	28	19	49%	
Total - Operational Assets	401	372	8%	
Phoenix Mall of the Millennium Pune (operational from Sep-23)	38		NA	
Phoenix Mall Asia Bangalore (operational from Oct-23)	48	+	NA	
Total - New Assets	85		NA	
Grand Total	487	372	31%	

Source: I-Sec research, Company data



Exhibit 6: Q1FY25 asset-wise rental EBITDA

	Q1 FY25	Q1 FY24	% growth over Q1 FY24	
Name of Asset	Retail EBITDA	Retail EBITDA		
	(Rs. cr)	(Rs. cr)		
Phoenix Palladium Mumbaí	103	101	2%	
Phoenix MarketCity Bangalore	56	52	8%	
Phoenix MarketCity Pune	59	56	5%	
Phoenix MarketCity and Palladium Chennai	62	57	9%	
Phoenix MarketCity Mumbai	48	42	15%	
Phoenix Palassio Lucknow	37	33	12%	
Phoenix United Lucknow	8.5	8.5	0%	
Phoenix United Bareilly	6.2	5.7	9%	
Phoenix Citadel Indore (operational from Dec-22)	23	23	-2%	
Palladium Ahmedabad (operational from Feb-23)	28	15	85%	
Total - Operational Assets	430	393	10%	
Phoenix Mall of the Millennium Pune (operational from Sep-23)	35		NA	
Phoenix Mall Asia Bangalore (operational from Oct-23)	51	-	NA	
Total - New Assets	86	4	NA	
Grand Total	516	393	31%	

Source: I-Sec research, Company data

Exhibit 7: Key historical numbers and assumptions (including new assets)

Year ending March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E
Rental properties								
Net rental income - 100% share (INR mn)	9,762	10,275	5,632	7,967	13,306	16,730	21,183	24,288
Net rental income - PHNX share (INR mn)	8,211	8,643	4,845	6,307	11,172	13,244	16,223	18,030

Source: I-Sec research, Company data

**Exhibit 8: SoTP-based valuation** 

Project	PHNX FY25E GAV		
,	(INR mn)	INR/share	% of GAV
High Street Phoenix – Palladium	98,254	574	23.4
High Street Phoenix – Rise – for 64% stake	27,164	159	6.5
Kurla (Offbeat Developers) – for 67% stake	21,111	123	5.0
Pune (Vamona Developers) – for 67% stake	30,071	176	7.2
Bengaluru East (Island Star) – for 51% stake	23,981	140	5.7
Pune Wakad (CPPIB-Island Star) – for 51% stake	10,617	62	2.5
Bengaluru Hebbal (CPPIB-Island Star) – for 51% stake	19,228	112	4.6
Ahmedabad Market City (BSafal) – for 50% stake	8,458	49	2.0
Indore Market City (CPPIB-Island Star) – for 51% stake	8,793	51	2.1
Lucknow – Gomti Nagar Market City – for 100% stake	26,476	155	6.3
Kolkata Market City – for 51% stake (Palladium/Platinum)	6,742	39	1.6
Kolkata Residential – for 100% stake at 1x land cost	4,500	26	1.1
Surat Market City – for 54% stake	6,928	40	1.6
Bengaluru West (Palladium/Platinum)	7,840	46	1.9
Chennai (Classic Mall) – for 100% stake	44,616	261	10.6
St. Regis Hotel (Pallazio)	51,340	300	12.2
BARE (Lucknow & Bareilly)	13,670	80	3.3
Others	10,131	59	2.4
Total GAV	4,19,919	2,453	100.0
Less: FY25E Net Debt (PHNX economic share)	24,915	146	
FY25E NAV	3,95,004	2,308	
Add: 40% premium to NAV	1,97,502	1,154	
Target Price	5,92,506	3,461	

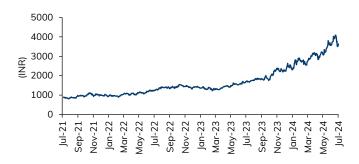
Source: I-Sec research, Company data



## **Exhibit 9: Shareholding pattern**

%	Dec'23	Mar'24	Jun'24
Promoters	47.3	47.3	47.3
Institutional investors	48.5	48.6	48.7
MFs and others	16.3	14.5	12.3
Fls/Banks	0.0	0.0	0.7
Insurance	0.4	0.4	0.3
FIIs	31.8	33.8	35.4
Others	4.2	4.1	4.0

## **Exhibit 10: Price chart**



Source: Bloomberg Source: Bloomberg



# **Financial Summary**

## **Exhibit 11: Profit & Loss**

(INR mn, year ending March)

	FY23A	FY24A	FY25E	FY26E
Net Sales	26,383	39,777	41,748	47,365
Operating Expenses	11,194	18,009	15,153	16,764
EBITDA	15,189	21,769	26,595	30,601
EBITDA Margin (%)	57.6	54.7	63.7	64.6
Depreciation & Amortization	2,278	2,702	3,814	4,767
Interest expenditure	3,412	3,959	3,290	3,366
Other Non-operating	1,163	1,322	1,388	1,457
Income				
Exceptional items	6,052	-	-	
PBT	16,714	16,430	20,880	23,926
Less: Taxes	1,989	3,166	4,176	4,785
PAT	14,725	13,264	16,704	19,141
Less: Minority Interest	(1,375)	(2,271)	(3,273)	(3,757)
Net Income (Reported)	7,298	10,993	13,430	15,383
Net Income (Adjusted)	13,350	10,993	13,430	15,383

Source Company data, I-Sec research

### **Exhibit 12: Balance sheet**

(INR mn, year ending March )

	FY23A	FY24A	FY25E	FY26E
Total Current Assets	28,861	26,059	27,926	37,544
of which cash & cash eqv.	6,302	7,096	9,213	19,081
Total Current Liabilities &	22,538	24,159	25,072	27,500
Provisions				
Net Current Assets	6,323	1,900	2,855	10,044
Investments	18,999	23,457	25,457	27,457
Net Fixed Assets	1,03,450	1,25,148	1,21,335	1,16,568
Capital Work-in-Progress	22,947	15,033	32,962	48,050
Total Assets	1,51,718	1,65,538	1,82,608	2,02,119
Liabilities				
Borrowings	42,593	43,019	44,019	45,019
Deferred Tax Liability	(1,635)	(1,355)	(1,355)	(1,355)
Equity Share Capital	357	357	357	357
Reserves & Surplus	83,440	94,220	1,06,949	1,21,632
Total Net Worth	83,798	94,577	1,07,307	1,21,989
Minority Interest	26,963	29,297	32,638	36,466
Total Liabilities	1,51,718	1,65,538	1,82,608	2,02,119

Source Company data, I-Sec research

## **Exhibit 13: Cashflow statement**

(INR mn, year ending March)

	FY23A	FY24A	FY25E	FY26E
Operating Cashflow	16,092	15,055	19,606	22,997
Working Capital Changes	(41)	2,951	1,163	2,678
Capital Commitments	(18, 246)	(16,731)	(17,930)	(15,088)
Free Cashflow	(2,195)	1,275	2,839	10,587
Other investing cashflow	(5)	-	(2,000)	(2,000)
Cashflow from Investing	(18, 251)	(16,731)	(19,930)	(17,088)
Activities				
Issue of Share Capital	7,683	56	-	-
Inc (Dec) in Borrowings	(969)	1,654	1,000	1,000
Dividend paid	(431)	(896)	(701)	(701)
Cash flow from Financing	6,283	814	299	299
Activities				
Chg. in Cash & Bank	4,083	2,089	1,138	8,886
balance				
Closing cash & balance	6,302	7,096	9,213	19,081

Source Company data, I-Sec research

## **Exhibit 14:** Key ratios

(Year ending March )

	FY23A	FY24A	FY25E	FY26E
Per Share Data (INR)				
Adjusted EPS (Diluted)	42.6	64.2	78.5	89.9
Cash EPS	55.9	80.0	100.7	117.7
Dividend per share (DPS)	3.5	3.5	3.5	3.5
Book Value per share (BV)	489.5	552.5	626.9	712.6
Growth (%)				
Net Sales	77.8	50.8	5.0	13.5
EBITDA	105.6	43.3	22.2	15.1
EPS (INR)	451.0	(17.7)	22.2	14.5
Valuation Ratios (x)				
P/E	84.6	56.2	46.0	40.1
P/BV	7.4	6.5	5.8	5.1
EV / EBITDA	43.0	30.0	24.5	21.0
Dividend Yield (%)	0.1	0.1	0.1	0.1
Operating Ratios				
EBITDA Margins (%)	57.6	54.7	63.7	64.6
Net Profit Margins (%)	50.6	27.6	32.2	32.5
Net Debt / Equity (x)	0.4	0.4	0.3	0.2
Net Debt / EBITDA (x)	2.8	2.0	1.7	1.5
Profitability Ratios				
RoCE (%)	11.3	14.2	15.5	15.9
RoE (%)	9.8	12.3	13.2	13.4

Source Company data, I-Sec research



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