

# Oberoi Realty

## Launches to drive presales

Oberoi Realty (ORL) registered presales of INR 8.3bn (-56%/-36% YoY/QoQ, HSIE est INR 10bn) for Q3FY26. Quarterly print was muted, mainly due to no new launch during the quarter. Moreover, this quarter, its uber-luxury project 360W managed to sell 3 units (vs 2/4 in Q2FY25/Q2FY26, INR 1bn miss). We expect strong INR 25bn presales for Q4FY26, driven by final tower launch in Borivali (INR 20bn GDV) and opening of higher floor inventory in Goregaon (INR 18bn GDV). FY26 presales are expected at INR 60-65bn (20%+ YoY). Gurgaon project launch in Q1FY27, Adarsh Nagar, National Garage, Goregaon final tower, and Thane new phase are the other launches for FY27. ORL is in advanced stages of closure of three large land parcels, and we expect INR 150bn of BD for FY26. ORL's strong financial position has enabled strategic expansions, including new projects in prime Mumbai locations and a major land parcel in Alibaug, set to launch post FY27. With disciplined land acquisitions and a focus on timely execution, ORL is well-placed to capitalize on robust demand across residential and mixed-use segments, ensuring sustained growth. Given the expected robust cash flows from ready-to-move-in inventory in 360W, a robust launch pipeline, and net cash balance sheet, we remain constructive on ORL and maintain BUY, with an NAV-based TP to INR 2,302/sh.

- **Q3FY26 financial highlights:** Revenue: INR 14.9bn (+5.8%/-16.1% YoY/QoQ, largely in line). EBITDA was INR 8.6bn (+0.1%/-16.0% YoY/QoQ, in-line). EBITDA margin was 57.4% (-324bps/+8bps YoY/QoQ) vs our estimate of 57%. RPAT was INR 6.4bn (+3.5%/-15.8%, YoY/QoQ, a beat by 4.7%). Average price realization (ASP) was at INR 44.9k psf (+52%/-13% YoY/QoQ).
- **Muted presales in the absence of a new launch:** Oberoi Realty (ORL) registered presales of INR 8.3bn (-56%/-36% YoY/QoQ). It shall launch its Borivali and Goregaon projects higher floor inventory in Q4FY26; however, Gurgaon project can be a touch and go for Q4FY26. Project launches were delayed due to design refinements and a required sequential approval process, which pushed key launches into FY27. The developer is experiencing robust leasing momentum across its three office assets, with full occupancy expected by the end of FY26.
- **Balance sheet position comfortable:** The consolidated gross/net cash stood at INR 28.8/2.75bn vs. INR 30.1/1.1bn, as of Sep '25, with net cash/equity at 0.02x. Additionally, strategic land acquisitions are advancing, with three significant deals in the MMR nearing completion.

### Consolidated financial summary (INR mn)

YE Mar (INR mn)	3QFY26	3QFY25	YoY	2QFY26	QoQ	FY25	FY26E	FY27E	FY28E
Net Sales	14,926	14,111	5.8	17,790	(16.1)	52,863	59,807	66,623	69,648
EBITDA	8,573	8,561	0.1	10,203	(16.0)	31,031	34,555	39,060	40,742
APAT	6,400	6,184	3.5	7,603	(15.8)	22,255	24,290	27,331	28,193
Diluted EPS (INR)	17.6	17.0	3.5	20.9	(15.8)	61.2	66.8	75.2	77.5
P/E (x)						30.2	22.8	20.3	19.6
EV / EBITDA (x)						21.7	16.1	14.1	13.4
RoE (%)						15.0	14.4	14.0	13.3

Source: Company, HSIE Research

### Change in Estimates (INR mn)

Particulars	FY26E			FY27E			FY28E		
	New	Old	Chg. (%)	New	Old	Chg. (%)	New	Old	Chg. (%)
Revenues	59,807	59,807	0.0	66,623	68,902	(3.3)	69,648	64,741	7.6
EBITDA	34,555	34,555	0.0	39,060	40,404	(3.3)	40,742	37,050	10.0
EBITDA (%)	57.8	57.8	0.0	58.6	58.6	(1.3)	58.5	57.2	126.8
APAT	24,290	24,118	0.7	27,331	28,124	(2.8)	28,193	20,255	39.2

Source: HSIE Research

**BUY**

CMP (as on 20 Jan 2026)	INR 1,524
Target Price	INR 2,302
NIFTY	25,233

KEY CHANGES	OLD	NEW
Rating	BUY	BUY
Price Target	INR 2,302	INR 2,302
EPS Change (%)	FY26E 0.7	FY27E -2.8
		FY28E 39.2

### KEY STOCK DATA

Bloomberg code	OBER IN
No. of Shares (mn)	364
MCap (INR bn) / (\$ mn)	554/6,090
6m avg traded value (INR mn)	1,036
52 Week high / low	INR 2,024/1,440

### STOCK PERFORMANCE (%)

	3M	6M	12M
Absolute (%)	(10.3)	(17.0)	(23.9)
Relative (%)	(7.7)	(17.5)	(30.5)

### SHAREHOLDING PATTERN (%)

	Sept-25	Dec-25
Promoters	67.70	67.70
FIs & Local MFs	16.06	16.58
FPIs	13.85	13.46
Public & Others	2.39	2.26
Pledged Shares	-	-

Source : BSE

Pledged shares as % of total shares

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# CreditAccess Grameen

## Gradual reversion to steady state

CreditAccess Grameen (CREDAG) reported improved operating performance, driven by significant moderation in credit costs (5.3%). Business momentum witnessed a further uptick with AUM/disbursals growth of 7.1%/13% YoY, driven by retail finance (14% of AUM), while the growth in group loans remained muted. Asset quality improved further with reducing PAR-0 portfolio (4.4% vs. 4.7% in Q2FY26) and improving monthly PAR 15+ accretion rate. With improvement in credit environment, we expect loan growth to further gain traction during FY27-FY28, driven by borrower additions and retail finance. We revise our FY26E/FY27E/FY28E earnings estimates to factor in higher NIMs, offset by higher credit costs in FY28, and maintain ADD with a revised RI-based TP of INR1,425 (implying 2.4x Sep-27 ABVPS). We expect the premium multiple to sustain due to superior cross-cycle operating performance.

- **NIM reflation, lower credit costs drive strong earnings growth:** CREDAG reported RoA/RoE of 3.5%/13.8% (annualized) vs. 1.9%/7.9% in FY25. AUM growth witnessed an uptick (+7.1% YoY), despite reduction in the number of borrowers (-8.4% YoY), driven by retail finance (+200% YoY) and increasing contribution of vintage borrowers (>6 yrs). Opex ratios inched up with opex to AUM at 5.4% (C/I at 34%), partly driven by the impact of wage bill. NIMs reflat sequentially by 60bps to 13.9%, due to lower cost of funds and lower interest reversals, and is likely to reflate further as lending rates increase.
- **Asset quality normalizing:** GS-III/NS-III deteriorated sequentially to 4%/1.4%, with PAR-0/PAR-30 at 4.4%/3.8% (Sep-25: 4.7%/3.7%). With improving monthly PAR 15+ accretion rate at 37/18bps in Nov'25/Dec'25, management expects credit costs to improve further in Q4. However, credit costs are likely to be ~4-4.5% for FY27, assuming monthly PAR 15+ accretion rate of 30bps, due to the impact of ECL model refresh in FY27.
- **Portfolio diversification to augment loan growth:** CREDAG's retail finance grew by +200% YoY, driven by unsecured loans, well ahead of management guidance. This is likely to augment the overall loan growth with AUM growth in group loans at ~15%, largely led by new borrower additions. However, higher steady state credit costs compared to previous cycles are likely to drive RoA to ~4.5% for CREDAG.

### Financial summary (consolidated)

Y/E Mar (INR bn)	Q3FY26	Q3FY25	YoY (%)	Q2FY26	QoQ (%)	FY25	FY26E	FY27E	FY28E
NII	9.8	8.6	13.1	9.3	4.4	36.0	38.3	45.1	53.0
PPOP	6.8	6.2	9.2	6.9	(2.1)	26.4	27.9	32.8	38.1
PAT	2.5	(1.0)	NM	1.3	100.4	5.3	8.0	14.8	19.8
EPS (INR)	15.7	(6.2)	NM	7.8	100.3	33.3	50.2	92.8	123.8
ROAE (%)						7.9	10.9	17.4	19.3
ROAA (%)						1.9	2.7	4.2	4.7
ABVPS (INR)						385.5	440.4	542.4	664.9
P/ABV (x)						3.2	2.8	2.3	1.9
P/E (x)						37.3	24.8	13.4	10.0

### Change in estimates

INR bn	FY26E			FY27E			FY28E		
	Old	New	Chg	Old	New	Chg	Old	New	Chg
AUM	296.9	291.5	-1.8%	349.9	346.2	-1.1%	413.1	410.5	-0.6%
NIM (%)	12.7	12.9	16 bps	12.9	13.1	23 bps	12.8	13.0	24 bps
NII	38.2	38.3	0.2%	45.0	45.1	0.2%	52.7	53.0	0.6%
PPOP	28.1	27.9	-1.0%	32.7	32.8	0.4%	37.9	38.1	0.6%
PAT	7.8	8.0	2.5%	14.7	14.8	0.9%	20.8	19.8	-5.1%
ABVPS (INR)	438.5	440.4	0.4%	540.5	542.4	0.4%	668.3	664.9	-0.5%

Source: Company, HSIE Research

## ADD

CMP (as on 20 Jan 2026)	INR 1,243
Target Price	INR 1,425
NIFTY	25,233

KEY CHANGES	OLD	NEW
Rating	ADD	ADD
Price Target	INR 1,450	INR 1,425
	FY26E	FY27E
EPS %	2.5%	0.9%

### KEY STOCK DATA

Bloomberg code	CREDAG IN
No. of Shares (mn)	160
MCap (INR bn) / (\$ mn)	199/2,187
6m avg traded value (INR mn)	541
52 Week high / low	INR 1,490/750

### STOCK PERFORMANCE (%)

	3M	6M	12M
Absolute (%)	(3.4)	(2.1)	24.3
Relative (%)	(0.8)	(2.7)	17.7

### SHAREHOLDING PATTERN (%)

	Sep25	Dec-25
Promoters	66.4	66.3
FIs & Local MFs	13.3	13.2
FPIs	12.3	11.7
Public & Others	8.0	8.8
Pledged Shares	0.0	0.0

Source: BSE

Pledged shares as % of total shares

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