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Journalist:	Sameer Bhardwaj	Page No:	6
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## Brigade Enterprises

12-month forward PE	Current price (₹)	1-year target price (₹)	Potential upside	ANALYSTS' RECOMMENDATIONS		
37.0	910	1,113	22.2%	BUY 11	HOLD 0	SELL 1

**THE REAL ESTATE COMPANY** is expected to report revenue and PAT CAGR of 18.4% and 34.4%, respectively, between 2022-23 and 2025-26, according to consensus estimates of analysts compiled by Reuters-Refinitiv. In the December quarter, the company reported strong performance across segments—residential, rent-

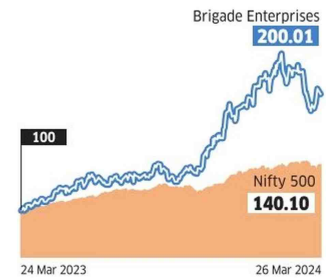
al and hospitality. The realisation was robust during the quarter, supported by a higher proportion of premium inventory in the sales mix.

The company will be a beneficiary of the growing realty sector and see strong demand from end-user markets. It has a strong launch pipeline for the next four

quarters, with a GDV potential of ₹11,000 crore. The company is also planning to expand its portfolio by 5.2 million square feet across office and retail projects and aiming to add 1,000 rooms across its hotel properties. The rental portfolio is also improving, led by traction in leasing revenue.

The company's average sales price resilience, improvement in hospitality metrics, healthy balance sheet, strong cash position and robust business development pipeline is expected to drive future performance.

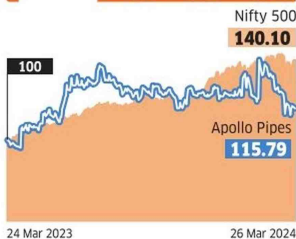
An Elara Capital report states that the company has a compelling strategy in place to strengthen its foothold in Chennai and Hyderabad, and expand its presence in



south India. A pick-up in leasing occupancy, recent strategic land acquisitions and increased sales visibility are key positives.

## Apollo Pipes

12-month forward PE	Current price (₹)	1-year target price (₹)	Potential upside	ANALYSTS' RECOMMENDATIONS		
38.5	644	750	16.4%	BUY 5	HOLD 1	SELL 1



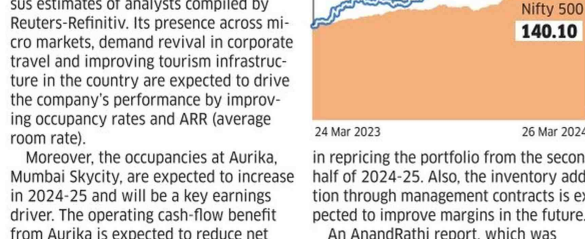
**THE PIPE MANUFACTURER** is expected to report revenue and PAT CAGR of 21.7% and 64.7%, respectively, between 2022-23 and 2025-26, according to consensus estimates of analysts compiled by Reuters-Refinitiv. The company faced headwinds in its key segments—retail plumbing and agri pipes—in the December 2023 quarter, amid subdued volumes due to channel destocking. A DAM Capital report states that the performance headwinds are temporary, and the performance will revive in the future as industry dynamics in the retail segment improve.

The management expects volumes to grow over 25-30% over the next four years, supported by distribution expansion, focus on operational efficiency, introduction of new products (like water tanks, OPVC pipes and bath fittings), and capacity expansion. It has planned a capex of ₹500 crore over 2023-24 and 2025-26 to more than double its capacity. Moreover, expansion in new geographies will help the company in reducing revenue concentration from the northern region.

An Asian Securities report lists strong expansion in capacities, focus on building material portfolio, growing dealer network, brand spending and efforts for moving from a north-focused agri player to a pan-India plumbing player as key strongholds. It expects its RoE/RoCE to double over 2022-23 and 2025-26.

## Lemon Tree Hotels

12-month forward PE	Current price (₹)	1-year target price (₹)	Potential upside	ANALYSTS' RECOMMENDATIONS		
38.0	132	154	15.9%	BUY 13	HOLD 1	SELL 1



**THE HOTEL CHAIN COMPANY** is expected to report revenue and PAT CAGR of 21.7% and 47.8%, respectively, between 2022-23 and 2025-26, according to consensus estimates of analysts compiled by Reuters-Refinitiv. Its presence across micro markets, demand revival in corporate travel and improving tourism infrastructure in the country are expected to drive the company's performance by improving occupancy rates and ARR (average room rate).

Moreover, the occupancies at Aurika, Mumbai Skycity, are expected to increase in 2024-25 and will be a key earnings driver. The operating cash-flow benefit from Aurika is expected to reduce net debt over the medium term and the debt-to-EBITDA ratio is likely to decrease significantly in the coming years.

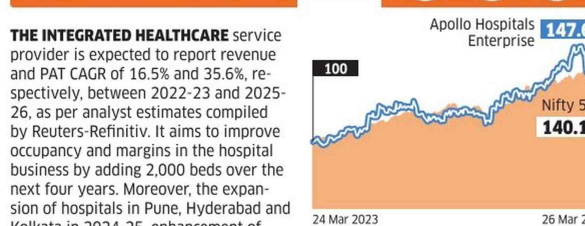
The management is spending money on renovation of properties, which will help

in repricing the portfolio from the second half of 2024-25. Also, the inventory addition through management contracts is expected to improve margins in the future.

An AnandRathi report, which was released after the December quarter results, states that the hotel is set to benefit from its brand-building efforts, cost efficiency, judicious geographic expansion and price-point mix.

## Apollo Hospitals Enterprise

12-month forward PE	Current price (₹)	1-year target price (₹)	Potential upside	ANALYSTS' RECOMMENDATIONS		
58.9	6,322	7,100	12.3%	BUY 21	HOLD 0	SELL 2



**THE INTEGRATED HEALTHCARE** service provider is expected to report revenue and PAT CAGR of 16.5% and 35.6%, respectively, between 2022-23 and 2025-26, as per analyst estimates compiled by Reuters-Refinitiv. It aims to improve occupancy and margins in the hospital business by adding 2,000 beds over the next four years. Moreover, the expansion of hospitals in Pune, Hyderabad and Kolkata in 2024-25, enhancement of payer mix and digitisation are expected to drive growth in the hospital segment.

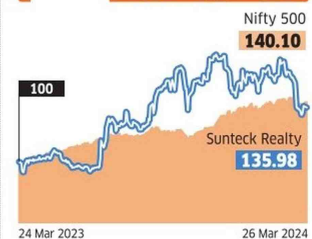
The performance of the company's Healthco (offline/online pharmacy business and Apollo 24/7) is supported by cost rationalisation and ramp-up of pharmacies. The management has reiterated revenue guidance of ₹10,000 crore for 2023-24. On the other hand, improving

footfall in diagnostics and specialty care is driving the retail healthcare segment (AHLH). The management expects double-digit growth of 20% from the first quarter of 2024-25 in the AHLH segment.

An Ambit Capital report states that the firm's ability to fund expansion projects internally is likely to protect hospitals' margins through the expansion phase.

## Sunteck Realty

12-month forward PE	Current price (₹)	1-year target price (₹)	Potential upside	ANALYSTS' RECOMMENDATIONS		
21.4	399	565	41.6%	BUY 10	HOLD 0	SELL 0



**THE REAL ESTATE DEVELOPER** is expected to report revenue and PAT CAGR of 76.6% and 572%, respectively, between 2022-23 and 2025-26, as per analyst estimates compiled by Reuters-Refinitiv. The management aims to double the GDV of seven projects in the next three years, with new project additions and unlocking of existing projects in Dubai and Borivali.

It has a strong launch pipeline that will drive booking growth in the near term. The completion of its key projects (Sunteck Maxx World and 4th Avenue at Sunteck City) is expected to provide a boost to earnings and cash flow in the future. The management aims to strengthen its annuity portfolio and is also exploring the affordable segment. A Motilal Oswal report states that its sound balance sheet, strong cash flows and recent partnership with IFC will drive sustainable growth.

The stock has underperformed the BSE Realty Index in the past year due to slower pre-sales growth against bigger peers and slow pricing growth in Mumbai. However, an Arianth Capital report is bullish, stating such overhangs are transitory and company's brand recall, strong corporate governance standards and healthy balance sheet will drive future growth.

\*RR Kabel and Yatra Online were listed in Sept 2023. Comparative normalised charts with Nifty 500 are plotted from their listing date. All prices are normalised to a base of 100. Current price as on 26 March 2024. Nifty 50 12-M forward PE: 21.1. Source: Refinitiv