Raymond Realty Limited (Revised)

August 06, 2026

Facilities/Instruments	Name of the Regulator[1]	Amount (₹ crore)	Rating[2]	Rating Action
Long-term bank facilities	RBI	1,000.00	CARE A+; Stable	Reaffirmed

Details of instruments/facilities in Annexure-1.

Rationale and key rating drivers

CARE Ratings Limited (CareEdge Ratings) has adopted a consolidated approach for the rating assessment of Raymond Realty Limited (RRL), as the company undertakes its real estate development through subsidiaries, associates/joint ventures (JVs).

The rating reaffirmation of bank facilities availed by RRL derives strength from the group's healthy operational performance, reflected in strong sales traction across its existing portfolio, with over 85% of the revenue potential sold in projects launched prior to FY26, supported by the established Raymond brand and favourable demand in its key micro-markets. The rating also factors in the company's consistent booking momentum, improving project pipeline with planned launches expected to support medium-term growth, and healthy execution progress in the existing portfolio. In FY26, the company launched five new projects, including three projects under the joint development (JDA) model, with a gross development value (GDV) of ₹14,000 crore. As on March 31, 2026, the company had seven JDA projects with a combined GDV of ~₹17,000 crore. Of these, four projects have already been launched, while the remaining three are scheduled for launch between FY27 and FY29. The company is expanding beyond its core Thane market through these JDAs, increasing its geographic presence and diversifying its project portfolio. The rating draws comfort from RRL's strong financial risk profile, characterised by comfortable leverage, gross debt-to-collections ratio below unity, and healthy committed receivable coverage for mature projects. The rating also benefits from the company's experienced management and the strong financial flexibility derived from being part of the Raymond Group, supported by a sizeable owned land bank that provides long-term development visibility.

CareEdge Ratings notes the income tax survey carried at certain offices of the company in September 2025 and would continue to monitor developments related to this event.

However, the rating strengths are constrained by execution and marketing risks associated with the sizeable ongoing and planned project pipeline, including redevelopment and slum rehabilitation projects in new micro-markets, geographical concentration in the Thane market, limited track record in large-scale real estate development despite demonstrated execution capabilities, and moderate, though improving, scale of operations. The rating also remains constrained by the inherent cyclicality of the residential real estate sector. The company's ability to execute its expanding project pipeline in a timely manner, sustain healthy sales and collections across new launches, diversify geographically while maintaining comfortable leverage and liquidity, will remain key rating monitorables.

Rating sensitivities: Factors likely to lead to rating actions

Positive factors

- Sustained growth in overall booking and collections, with significant improvement in receivable coverage ratio on a sustained basis.
- Significant advancement in the execution of ongoing project portfolio.

Negative factors

- Significant decline in bookings and collections on a sustained basis due to lower-than-envisaged sales momentum.
- Slowdown in project portfolio execution.
- Significant debt addition in ongoing/new projects leading to increase in gross debt/collection beyond 0.80x on a sustained basis.

Analytical approach: Consolidated

CareEdge Ratings has taken a consolidated approach for analysing RRL. Subsidiaries/associates/JVs and the parent company, RRL, have been consolidated, as these entities are in the same line of business and linked through a parent-subsidiary relationship. The entities have common management, and significant financial linkages. Consolidated companies are mentioned under Annexure-5.

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[1]SEBI: Securities and Exchange Board of India; RBI: Reserve Bank of India; MCA: Ministry of Corporate Affairs; IRDAI: Insurance Regulatory and Development Authority of India; PFRDA: Pension Fund Regulatory and Development Authority

[2]Complete definitions of the ratings assigned are available at www.careratings.com and in other CARE Ratings Limited's publications.

Outlook: Stable

The stable outlook reflects CareEdge Ratings' expectation that RRL will sustain healthy residential sales and collections, supported by ongoing and upcoming projects, a strong market position, and favourable demand conditions, while maintaining a comfortable financial risk profile.

Detailed description of key rating drivers

Key strengths

Strong operational efficiency and upcoming launches to drive momentum

As on March 31, 2026, the company, on a consolidated basis, had sold over 46% of the total revenue potential of its ongoing projects. The relatively lower sold ratio is attributable to the launch of five new projects in FY26, which significantly increased the aggregate revenue potential. Excluding these new launches, the company had achieved sales of over 85% (PY: 70%) of the revenue potential of the projects ongoing prior to FY26, indicating healthy traction in the existing portfolio.

On a project-wise basis, the company has sold over 80% of the saleable area in four Thane-based projects and over 50% in the Bandra project. Of the 10 ongoing projects, six projects are in Thane and housed under RRL; one project each in Bandra and Sion is housed under Ten X Realty Limited (TXRL); one project in BKC under Ten X Realty West Limited (TXRWL); and one project in Wadala under Ten X Realty East Limited (TXREL). The projects have witnessed healthy sales momentum, supported by the established 'Raymond' brand and favourable end-user demand in the respective micro-markets.

In FY26, on a consolidated basis, the group sold ~10 lakh square feet (lsf) with a booking value of over ₹3,000 crore, compared to ₹2,314 crore in FY25, while collections stood at ~₹1,500 crore (excluding GST component) against ₹1,745 crore (excluding GST component) in FY25. The group plans to launch 3-5 additional projects in FY27–FY28, which is expected to support sales and collection momentum over the medium term.

From an execution perspective, the company had incurred ~38% of the total estimated project cost of its ongoing projects as on March 31, 2026, indicating a moderate execution risk profile. The decline in the cost-incurred percentage is primarily considering the addition of five newly launched projects during the year, which materially increased the pending project cost. Excluding these new launches, the cost incurred stood at ~74% (PY:54%), reflecting substantial execution progress in the existing project portfolio.

Strong financial risk profile

On a consolidated basis, RRL's financial risk profile remains strong, supported by its comfortable leverage, as reflected in a low gross debt-to-collections ratio of 0.59x as on March 31, 2026. Despite a significant portion of the project portfolio being at an intermediate stage of execution, the company has maintained healthy committed receivables coverage. The ratio of committed receivables from sold units to outstanding debt and balance construction cost stood at 81% for projects launched prior to H2FY26 (PY: 63%). However, on an overall portfolio basis, including the five projects launched in FY26, the ratio moderated to 34%, owing to the significant increase in the balance construction cost and unsold inventory associated with the new launches. The metric is expected to improve over the medium term, supported by healthy sales traction in the newly launched projects, the group's established execution and sales track record, and its prudent leverage profile in line with its asset-light expansion strategy.

Experienced and resourceful promoter group

RRL (market cap: ~₹4,386 crore as on July 29, 2026) is a part of the Raymond Group, having demerged from Raymond Limited (RL) and listed on the stock exchange as on July 01, 2025. The group has a strong presence across diversified business segments, including textiles, engineering, and real estate. Gautam Singhania, who has been on RL's board since 1990, now serves as the chairman of Raymond Realty Limited and is actively involved in overseeing its operations. The company is also supported by a team of qualified professionals having significant experience of over two decades in real estate industry. The promoter group holds a significant stake across three listed group entities - Raymond Lifestyle Limited (RLL), RL, and RRL - with a combined market capitalisation exceeding ₹12,000 crore as on July 29, 2026. As on June 30, 2026, 7.37% of the promoters' 50.93% equity stake in RRL was pledged (~4.00% of total equity), which could weigh on the company's financial flexibility, however, the company benefits from being part of the Raymond Group.

Sizeable land bank

As on March 31, 2026, the group has sizeable land bank of 40 acres with gross development potential of over ₹9,000 crore. These land parcels are completely owned by the company and are in Thane, Mumbai. Accordingly, the company draws significant flexibility for its expansion plans.

Key weaknesses

Execution and market risk associated with ongoing and future development

The group is currently developing 10 residential projects with a total saleable area of 96.88 lsf. The aggregate project cost is estimated over ~₹19,000 crore, of which over ~₹7,500 crore (40%) had been incurred as on May 31, 2026. With five projects at a nascent stage, three at an intermediate stage and two at an advanced stage of execution, the overall portfolio remains at an early stage, resulting in moderate execution risk. However, the group's strong financial flexibility and comfortable liquidity mitigate funding and execution risks.

The group also plans to launch three projects under JDAs over the next two years, with a combined saleable area of over 8 lsf and an estimated project cost exceeding ₹3,000 crore. While these launches are expected to support growth, they increase execution and marketing risks, particularly given competition in new micro-markets. Accordingly, the group's ability to execute its expanding project pipeline while maintaining healthy sales momentum and a comfortable financial risk profile will remain a key monitorable.

Geographical concentration risk

RRL has executed majority projects in Thane, resulting in high concentration of operations and exposure to micro market dynamics of the region. RRL is exploring micro-markets in the Mumbai Metropolitan Region (MMR) region, and a project was launched in Bandra in FY24. The company now plans to enter new micro markets in MMR, such as Sion, Wadala, and Mahim, where largely redevelopment projects/slum rehabilitation is planned to be undertaken. Establishment of RRL's presence in these new geographies is yet to be seen and will remain monitorable.

Limited track record of real estate development and moderate scale of operations

The group is currently executing 10 ongoing projects with total carpet area of close to 97 lsf. The group launched its first project – Ten X Habitat in 2019 in Thane, where it delivered all towers (10) ahead of RERA timelines, indicating execution capabilities of the company. However, overall scale of development remains limited even after completion of ongoing towers. While the ongoing projects are progressing as scheduled, the timely completion and delivery of the real estate projects across different development cycles remains to be seen. With consistent launches, the bookings and collections are improving, however, they stand moderate in the range of ₹1,500-2,200 crore over the last three years, indicating moderate scale of operations.

Inherent risk associated with execution of large-scale projects amid cyclical real estate industry

The company is exposed to the cyclicality associated with the real estate sector, which has direct linkage with the general macroeconomic scenario, interest rates and level of disposable income available with individuals. In case real estate companies, profitability depends highly on property markets, a high-interest rate scenario could further discourage consumers from borrowing to finance real estate purchases and may depress the real estate market.

Liquidity: Strong

As on March 31, 2026, RRL maintained healthy cash and cash equivalents of ₹350 crore, entirely covering the upcoming FY27 debt repayments obligations of ~₹323 crore. The group has receivables from sold inventory of over ₹4,362 crore, which provides cash flow visibility over medium term and majorly covers balance project cost and outstanding debt. Accordingly, the cash flow from the company's operations are expected to remain comfortable to service its upcoming debt obligations. The company derives financial flexibility from being part of the Raymond Group.

Assumptions/Covenants: Not applicable

Environment, social, and governance (ESG) risks:

The real estate sector is exposed to ESG-related risks arising from stringent environmental regulations, high compliance costs and potential delays in obtaining statutory environmental approvals, which could impact project execution. Raymond Realty has integrated ESG and climate-related risks into its Enterprise Risk Management (ERM) framework under the oversight of the Board-level Risk Management & ESG Committee. The company has undertaken initiatives such as rainwater harvesting, water recycling, renewable energy adoption and waste management to strengthen its environmental performance. On the social front, the company has implemented occupational health and safety management systems, human rights due diligence and employee welfare initiatives. Further, the company supports the TCFD framework and promotes green building certifications across its projects. The Board of Directors comprises more than 50% independent directors. Additionally, the Risk Management, Audit & ESG Committee is composed entirely of independent directors.

Applicable criteria

[Consolidation](#)
[Definition of Default](#)
[Factoring Linkages Parent Sub JV Group](#)
[Liquidity Analysis of Non-financial sector entities](#)
[Rating Outlook and Rating Watch](#)
[Financial Ratios – Non financial Sector](#)
[Rating methodology for Real estate sector](#)

About the company and industry

Industry classification

Macroeconomic indicator	Sector	Industry	Basic industry
Consumer discretionary	Realty	Realty	Residential, commercial projects

RRL is the real estate arm of the Raymond Group. Effective May 14, 2025, RRL was demerged from RL and subsequently listed on July 01, 2025. On a consolidated basis, RRL has 10 ongoing projects in Thane, Bandra, Sion, Wadala spanning over 96 lsf. The group's first project, Ten X Habitat, comprising 10 towers in Thane, has received occupancy certificates for 10 towers, delivering 17 lsf developed area.

Brief Financials-Consolidated (₹ crore)	March 31, 2025 (A)	March 31, 2026 (A)
Total operating income	565.41	2,988.87
PBILDT	64.04	445.20
PAT	17.77	304.59
Overall gearing (times)	0.18	0.65
Interest coverage (times)	1.30	4.56

A: Audited; UA: Unaudited NM: Not Meaningful; Note: these are latest available financial results
*PBILDT: Profit before interest, lease rentals, depreciation and tax

Status of non-cooperation with previous CRA: Not applicable

Any other information: Not applicable

Rating history for last three years: Annexure-2

Detailed explanation of covenants of rated instrument / facility: Annexure-3

For complexity level of instruments rated refer to Annexure-1

Lender details: Annexure-4

Disclosure on facilities/instruments and name of the regulators:
A list of facilities / instruments falling under the purview of various financial sector regulators (FSRs) along with the names of respective FSRs has been duly disclosed by CareEdge Ratings on its website. A link to the same has been provided below for ready reference:

https://www.careratings.com/activities_and_regulators

Note: For facilities or instruments falling under the purview of FSRs other than Securities and Exchange Board of India (SEBI), the grievance / dispute redressal mechanisms and investor protection mechanisms provided by SEBI shall not be available.

Annexure-1: Details of instruments/facilities

Name of the Instrument	Name of the Regulator	Complexity Level	ISIN	Date of Issuance	Coupon Rate (%)	Maturity Date	Size of the Issue (₹ crore)	Rating Assigned and Rating Outlook
Term Loan-Long Term	RBI	Simple	-		-	30-06-2032	1,000.00^	CARE A+; Stable

^includes proposed limits of ₹325 crore

Annexure-2: Rating history for last three years

Sr. No.	Name of the Instrument/Bank Facilities	Current Ratings			Rating History			
		Type	Amount Outstanding (₹ crore)	Rating	Date(s) and Rating(s) assigned in 2026-2027	Date(s) and Rating(s) assigned in 2025-2026	Date(s) and Rating(s) assigned in 2024-2025	Date(s) and Rating(s) assigned in 2023-2024
1	Term Loan-Long Term	LT	1000.00	CARE A+; Stable	-	1)CARE A+; Stable (14-Jul-25)	-	-

LT: Long term; ST: Short term; LT/ST: Long term/Short term

Annexure-3: Detailed explanation of covenants of rated instruments/facilities: Not applicable

Annexure-4: Lender details

To view lender-wise details of bank facilities please click here

Annexure-5: List of entities consolidated

Sr No	Name of the entity	Extent of consolidation	Rationale for consolidation
1	Ten X Realty Limited	Full	Wholly Owned Subsidiary
2	Ten X Realty West Limited	Full	Wholly Owned Subsidiary
3	Ten X Realty East Limited	Full	Wholly Owned Subsidiary
4	Rayzone Property Services Limited	Full	Wholly Owned Subsidiary
5	Ten X Realty North Limited (Formerly known as Chembur Realty Limited)	Full	Wholly Owned Subsidiary

Note on complexity levels of rated instruments: CareEdge Ratings has classified instruments rated by it based on complexity. Investors/market intermediaries/regulators or others are welcome to write to care@careedge.in for clarifications.

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About us:
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