

Ashiana Housing Limited

October 29, 2026

Facilities/Instruments	Name of the Regulator ¹	Amount (₹ crore)	Rating ²	Rating Action
Issuer rating	-	0.00	CARE A+; Stable	Upgraded from CARE A; Stable
Long-term bank facilities	RBI	18.55	CARE A+; Stable	Assigned
Non-convertible debentures	SEBI	5.60	CARE A+; Stable	Upgraded from CARE A; Stable
Non-convertible debentures	SEBI	56.81 (Reduced from 100.00)	CARE A+; Stable	Upgraded from CARE A; Stable
Non-convertible debentures	SEBI	43.25 (Reduced from 70.00)	CARE A+; Stable	Upgraded from CARE A; Stable
Non-convertible debentures	SEBI	61.71 (Reduced from 69.08)	CARE A+; Stable	Upgraded from CARE A; Stable
Non-convertible debentures	SEBI	93.75 (Reduced from 125.00)	CARE A+; Stable	Upgraded from CARE A; Stable
Non-convertible debentures	SEBI	26.40	CARE A+; Stable	Upgraded from CARE A; Stable

Details of instruments/facilities in Annexure-1.

Rationale and key rating drivers

The rating assigned to bank facilities and revision in ratings of long-term instruments and issuer rating of Ashiana Housing Limited (AHL) considers the company's strong financial risk profile, healthy collections, and established market presence in senior living segment and geographical diversification. The rating continues to draw strength from the promoters' extensive experience of nearly four decades in the real estate sector, supported by a demonstrated track record in the development of residential projects and mixed used projects across multiple geographies. The rating considers the company's healthy booking status across its ongoing projects, resulting in substantial committed receivables and providing strong visibility on future cash flows.

CARE Ratings Limited (CareEdge Ratings) also takes note of strong operational performance, reflected in healthy sales traction and collections, particularly in newly launched projects. In FY26, the company reported pre-sales booking of ₹2,421 crore and collections of ₹1,771 crores, till 6MFY27, the company reported pre-sales booking of over ₹1,100 crore supported by strong booking in Ashiana OMA launched in July 2026. CareEdge Ratings estimates collection to improve and sustain at ~₹2,000 crore level in the medium term, backed by new launches and sustained sales from unsold inventory. The company's ability to achieve strong sales at relatively early stages of project development supports cash flow generation through customer advances and reduces dependence on external borrowings. Despite ongoing project additions and growth initiatives, debt levels remain low, with leverage indicators continuing to remain comfortable.

Total debt as on June 30, 2026, stood at ₹306 crore, comprising ₹287 crore of non-convertible debentures (NCDs) and ₹19 crore of other term borrowings. Of the outstanding NCDs, AHL has raised ~₹193 crore under a payable-when-able (PWA) structure from foreign and domestic investors. The PWA structure associated with the NCDs, provides sufficient cushion, as the redemption is spread over longer tenure supporting financial flexibility.

The rating also factors in the company's healthy project pipeline, strong absorption levels, and established presence in the senior living and mid-income housing segments, which are expected to support revenue growth and cash flow visibility over the medium term. AHL has delivered ~349 lsf of area as on March 31, 2026. With 35 ongoing multiple phases (across ~15 projects) slated for completion over FY27-FY31 and a sizeable land bank for future development, the company enjoys healthy revenue visibility and cash flow generation, supporting future expansion with limited reliance on debt.

¹SEBI: 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

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

However, rating strengths are tempered by execution risk associated with ongoing and upcoming projects with high reliance on customer advances for funding future project costs, moderate saleability risk in projects in Tier-II cities, moderate scale of operations, and inherent cyclical risk associated with real estate sector.

Rating sensitivities: Factors likely to lead to rating actions

Positive factors

- Improvement in collections above ₹2,500 crore on a sustained basis while maintaining comfortable financial risk profile.

Negative factors

- Significant delay in execution of the project, leading to delay in billing and realisation of collections.
- Considerable decline in the percentage of committed receivable to cover balance project cost and outstanding debt to 80% and below, on a sustained basis.

Analytical approach: Consolidation

CareEdge Ratings has considered the consolidated business and financial risk profiles of AHL and its subsidiaries, since these entities are linked through a parent-subsidiary relationship and have common management, operational, and financial linkage. Consolidated companies are mentioned in Annexure-5.

Outlook: Stable

The Stable outlook reflects CareEdge Ratings' belief that the company is likely to sustain its sales and collection momentum from the ongoing projects, while maintaining comfortable financial risk profile.

Detailed description of key rating drivers

Key strengths

Experienced promoters with project execution capabilities

AHL is managed by Vishal Gupta (Managing Director), Ankur Gupta (Joint managing director), and Varun Gupta (Whole time director), who are professionally qualified and have vast experience in construction, real estate, and finance. AHL has nearly four decades of extensive experience in the real estate industry. As on March 31, 2026, the company constructed cumulatively over 349 lsf of residential and commercial space in Jaipur, Bhiwadi, Jodhpur, Jamshedpur, Gurugram, Pune, and Chennai, which reflects strong project execution capabilities. The company primarily focuses on senior living, premium homes, and kid-centric homes.

Strong committed receivable coverage ratio indicating low funding risk and healthy cash flow visibility

The group's development portfolio includes 35 ongoing projects (across ~15 projects), with over 91 lsf of saleable area. As of June 2026, ~83% of the saleable area has been sold, with ~56% of total project costs already incurred (excluding the recently launched projects the project cost incurred on the ongoing projects has improved to 66%), reflecting strong sales performance at an intermediate stage. This has resulted in a robust position of committed receivables of over ₹2,900 crore, which covers over 100% of the remaining project costs and outstanding debt. With substantial committed receivables, the group's cash flow operations are expected to remain strong to meet its upcoming debt obligations. While presence of substantial committed receivables implies strong cash flow visibility, material cancellations impacting the committed receivable position will remain monitorable.

Healthy financial risk profile supported by strong liquidity

AHL continues to maintain a healthy financial risk profile, supported by a comfortable capital structure, strong liquidity position, and robust receivable coverage. The company's net worth improved to over ₹850 crore as on March 31, 2026, while gearing remained comfortable at 0.38x despite an increase in total debt to support ongoing growth and project expansion.

The financial profile is further supported by healthy customer collections of over ₹1,771 crore in FY26, resulting in a comfortable debt-to-collection ratio of 0.18x. A significant portion of the company's debt comprises borrowings under PWA structure, which provides enhanced financial flexibility and reduces near-term debt servicing pressure. Consequently, AHL is expected to maintain prudent leverage and comfortable debt coverage metrics over the medium term.

AHL's liquidity remains strong, supported by healthy cash & liquidity balances of over ₹800 crore and committed receivables of over ₹2,900 crore as on June 30, 2026. The robust receivable base provides strong cash flow visibility and is expected to adequately fund the balance project costs and debt obligations, supporting the company's strong liquidity position and overall credit profile.

Strong operational performance driven by healthy bookings and collections

The group continues to demonstrate strong operational performance, with inventory worth over ₹6,200 crore sold across its ongoing residential projects as on June 30, 2026 (on a consolidated basis), indicating 78% booking status. In area terms, the

group has sold ~83% of the total saleable area launched for sale, while incurring ~56% of the total projected project cost, reflecting healthy booking traction, strong collection efficiency, and comfortable project execution.

In FY26, the company has achieved its highest-ever annual bookings and collections, with bookings exceeding ₹2,421 crore and collections over ₹1,771 crore. This performance was primarily driven by the launch of nine new projects (including phases of existing projects since Oct 2025) aggregating a saleable area of over 20 lsf, highlighting sustained demand for the company's offerings.

As on June 30, 2026, AHL's unsold inventory was valued at over ₹1,700 crore. Based on the sales momentum achieved over the last four quarters ended March 31, 2026, the existing inventory is estimated to be absorbed in a near-to-short-term period, indicating strong market acceptance of its projects. However, with the company's strategic focus is increasingly shifting towards the senior-living segment, moderation in demand for senior-living projects or a shift in homebuyer preference towards core urban locations could have an impact on its business profile.

Key weaknesses

Moderate saleability risk in Tier-II cities

The company operates across seven locations, primarily Jaipur, Bhiwadi, Jodhpur, Jamshedpur, Gurugram, Pune, and Chennai. Of the total saleable area, ~55 lsf (60%) is in Tier-I cities, such as Gurugram, Pune, and Chennai, while the balance is spread across Tier-II cities. In terms of bookings, ~58% of the total saleable area in Tier-I cities stands booked despite substantial area was launched in FY26. In contrast, 42% of the total area in Tier-II cities has been booked as on June 30, 2026, indicating relatively moderate saleability risk in these regions. While the company has a diversified project portfolio, it remains exposed to regulatory and local compliance risks across multiple geographies. However, the group's strong market presence and established development track record in these cities provide adequate comfort.

Project execution risk associated with ongoing and upcoming projects

As on June 30, 2026, the company is currently executing projects with total saleable area of over 91 lsf and it has plans to further undertake development of over 38 lsf in medium term. Overall size of ongoing and upcoming development remains significant. For the ongoing project portfolio, the company has incurred ~56% of the total estimated project cost of over ₹4,400 crore, which reflects intermediate stage of execution and moderate execution risk for ongoing projects. The balance cost is expected to be largely funded through customer advances, given the availability of sizeable, committed receivables. For upcoming projects, the funding strategy is expected to remain same, with low dependence on debt and major reliance on customer advances. Accordingly, AHL's ability to achieve healthy bookings in the new projects in early-to-intermediate stages, in line with its track record, will remain monitorable.

Inherent cyclical nature of the real estate industry

The company is exposed to the cyclicity 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 of real estate companies, profitability highly depends 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. AHL's portfolio is spread across Tier-I and Tier-II cities and although there is stable demand currently, adverse impact in these micro-markets will remain monitorable.

Liquidity: Strong

The company has liquid balances of over ₹800 crore (at the consolidated level) as on June 30, 2026. The company has committed receivables of over ₹2,900 crore, which comfortably covers balance project cost and outstanding debt. Given its strong committed receivables, the company's cash flow from operations is expected to remain comfortable to meet its debt obligations in upcoming years. The payable when able structure associated with the NCDs, provides sufficient cushion, as the redemption is spread over longer tenure supporting financial flexibility.

Assumptions/Covenants: Not applicable

Environment, social, and governance (ESG) risks

CareEdge Ratings believes that AHL's environment, social, and governance (ESG) profile supports its credit risk profile. Activities in the real estate sector have an adverse impact on environmental and social aspects, considering high emission levels, waste generation, climate change, high labour intensity, and related safety issues.

The Ashiana group has ongoing focus on managing its environmental and social risks. Key highlights of ESG initiatives are as below:

- The company is designing and upgrading environment-friendly buildings. AHL and its contractors endeavour to provide safe and healthy working environment to workers at construction sites, including training to improve capabilities of the local work force. The company also conducts monthly and quarterly safety audits.
- The company uses measures to reduce waste of resources and conservation of technology, which includes solar generators, rainwater harvesting pit, organic waste converters, DWC pipe and recycling wastewater for flushing and horticulture, among others.
- There was no incident of anti-competitive behaviour in FY26.

Applicable criteria

[Consolidation](#)

[Definition of Default](#)

[Issuer Rating](#)

[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

Incorporated in 1986 as Ashiana Housing and Finance India Limited, and subsequently renamed Ashiana Housing Limited (AHL), the company is a Delhi-based (CIN: L70109WB1986PLC040864; market cap: ₹3,467 crore as on October 27, 2026), mid-sized real estate developer specialising in residential projects in Tier-II cities, with over four decades of experience and has developed over 349 lsf. The company is also a prominent player in developing housing for senior citizens. AHL was listed on the BSE in 1993 and on the NSE in 2011. The company primarily focuses on developing residential homes for the middle-income segment.

Consolidated:

Brief Financials (₹ crore)	March 31, 2025 (A)	March 31, 2026 (A)	Q1FY27 (UA)
Total operating income	528.80	1,143.28	107.45
PBILDT*	77.69	213.21	7.54
Profit after tax (PAT)	18.24	118.00	13.11
Overall gearing (x)	0.36	0.38	0.35
Interest coverage (x)	1.28	2.66	3.06

A: Audited UA: Unaudited.

Note: these are latest available financial results and financial are classified per CareEdge Ratings' standard.

*PBILDT: Profit before interest, lease rentals, depreciation, and tax

Standalone:

Brief Financials (₹ crore)	March 31, 2025 (A)	March 31, 2026 (A)	Q1FY27 (UA)
Total operating income	459.10	1,062.42	83.48
PBILDT*	84.97	214.74	8.55
Profit after tax (PAT)	18.43	123.61	13.10
Overall gearing (x)	0.36	0.37	0.35
Interest coverage (x)	1.40	2.68	2.66

A: Audited UA: Unaudited.

Note: these are latest available financial results and financial are classified per CareEdge Ratings' standard.

*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 regulators:**

A list of facilities / instruments falling under the purview of 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
Debentures-non-convertible debentures	SEBI	Complex	INE365D08083	24-Apr-2026	7.00	24-Apr-2046	43.25	CARE A+; Stable
Debentures-non-convertible debentures	SEBI	Complex	INE365D08067	23-Feb-2024	8.00	22-Feb-2044	5.60	CARE A+; Stable
Debentures-non-convertible debentures	SEBI	Complex	INE365D08034	20-Jul-2022	8.00	19-Jul-2042	26.40	CARE A+; Stable
Debentures-non-convertible debentures	SEBI	Complex	INE365D08075	11-Jul-2025	7.00	11-Jul-2045	56.81	CARE A+; Stable
Debentures-non-convertible debentures	SEBI	Simple	INE365D07085	13-May-2024	9.95	11-May-2029	93.75	CARE A+; Stable
Debentures-non-convertible debentures	SEBI	Complex	INE365D08026	31-May-2021	8.00	31-May-2041	61.71	CARE A+; Stable
Issuer Rating-Issuer Ratings	-	-	-	-	-	-	0.00	CARE A+; Stable
Non-fund-based - LT-Bank guarantee	RBI	Not applicable	-	-	-	-	18.55	CARE A+; Stable

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	Issuer Rating-Issuer Ratings	LT	0.00	CARE A+; Stable	-	1)CARE A; Stable (26-Dec-25)	1)CARE A; Stable (23-Jan-25)	1)CARE A; Stable (05-Feb-24) 2)CARE A; Stable (20-Nov-23)
2	Debentures-non-convertible debentures	LT	61.71	CARE A+; Stable	-	1)CARE A; Stable (26-Dec-25)	1)CARE A; Stable (23-Jan-25)	1)CARE A; Stable (05-Feb-24) 2)CARE A; Stable (20-Nov-23)
3	Debentures-non-convertible debentures	LT	26.40	CARE A+; Stable	-	1)CARE A; Stable (26-Dec-25)	1)CARE A; Stable (23-Jan-25)	1)CARE A; Stable (05-Feb-24) 2)CARE A; Stable (20-Nov-23)
4	Debentures-non-convertible debentures	LT	93.75	CARE A+; Stable	-	1)CARE A; Stable (26-Dec-25)	1)CARE A; Stable (23-Jan-25)	1)CARE A; Stable (05-Feb-24)
5	Debentures-non-convertible debentures	LT	5.60	CARE A+; Stable	-	1)CARE A; Stable (26-Dec-25)	1)CARE A; Stable (23-Jan-25)	1)CARE A; Stable (05-Feb-24)
6	Debentures-non-convertible debentures	LT	56.81	CARE A+; Stable	-	1)CARE A; Stable (26-Dec-25)	1)CARE A; Stable (23-Jan-25)	-
7	Debentures-non-convertible debentures	LT	43.25	CARE A+; Stable	-	1)CARE A; Stable (26-Dec-25)	-	-
8	Non-fund-based - LT-Bank Guarantee	LT	18.55	CARE A+; Stable	-	-	-	-

LT: Long 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	Ashiana Maintenance Services LLP	Full	Operational and financial linkages
2	Latest Developers Advisory Ltd	Full	
3	Topwell Projects Consultants Ltd.	Full	
4	Ashiana Amar Developers	Full	
5	Nitya Care Homes Private Limited	Full	
6	Ashiana Greenwood Developers	Proportionate (Joint Venture)	
7	Megha Colonizers	Proportionate (Joint Venture)	
8	Ashiana Manglam Builders	Proportionate (Joint Venture)	
9	Vista Housing	Proportionate (Joint Venture)	
10	Kairav Developers Limited	Proportionate (Joint Venture)	

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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