



LOTUS
DEVELOPERS



SRI LOTUS DEVELOPERS & REALTY LTD.

Price Band

₹140 to ₹150

Issue Opens

July 30, 2025 to August 1, 2025

Face Value

₹1

Issue Size

₹792.00 Cr

Lot Size

100 Shares

Listing At

NSE, BSE

Sri Lotus Developers IPO Details

Issue Size

5,28,00,000 shares / ₹792.00 Cr

Fresh Issue

5,28,00,000 shares / ₹792.00 Cr

Offer for Sale

N/A

Retail Quota

Min. 35% of the Issue Size

Retail Min/Max

Rs. 15,000 / 1,95,000

Sri Lotus Developers IPO Timeline

Tentative Allotment

Mon, Aug 4, 2025

Initiation of Refunds

Tue, Aug 5, 2025

Credit of Shares to Demat

Tue, Aug 5, 2025

Sri Lotus Developers Listing Day

Wed, Aug 6, 2025

Objects of The Offer



The objects of **Sri Lotus Developers & Realty Ltd.** IPO are primarily:

1. A portion of the IPO proceeds will be invested in subsidiaries—Richfeel Real Estate, Dhyan Projects, and Tryksha Real Estate—to support the construction and development of ongoing residential projects: Amalfi, The Arcadian, and Varun.
2. The remaining funds from the issue will be allocated towards general corporate purposes, helping the company strengthen its operational and financial position.

About The Company and Business Overview

Sri Lotus Developers & Realty Ltd., based in Mumbai, is a prominent real estate developer specializing in ultra-luxury and luxury residential and commercial projects, particularly within the western suburbs of Mumbai. The company was founded in 2015 and has established itself as a brand recognized for quality, premium construction, and consistent project delivery.

Core Business Operations

- The company concentrates on: Ultra-luxury and luxury residential developments, with homes typically priced from ₹3crore to above ₹7crore.
- Commercial office developments with high-end amenities.
- Redevelopment projects, especially transforming existing properties in Mumbai's land-starved locales.

Project Categories: Operations are structured across three primary project types:

- Greenfield Projects: Built on new, undeveloped land.
- Redevelopment Projects: Involves collaboration with housing societies and landowners to redevelop existing structures.
- Joint Development Projects: Undertaken in partnership with landowners, featuring profit or revenue-sharing arrangements.

Operational Approach:

- The company manages the entire real estate value chain with in-house teams, from project conceptualization to completion.
- Emphasis is placed on market research, architectural design, space and amenity planning, and efficient project execution.
- Uses advanced technology like 3D Building Information Modelling (BIM) and virtual reality for enhanced planning and customer experience.



Current Portfolio:

- As of late 2024, the developable area stands at 0.68million square feet encompassing completed, ongoing, and upcoming projects. There are three completed, six ongoing, and seven upcoming projects.

Business Model

- *Asset-Light Strategy:* Sri Lotus Developers operates largely on an asset-light business model by focusing on redevelopment and joint development projects. This allows the company to minimize upfront costs related to outright land purchase, thus improving capital efficiency, reducing financial risk, and enabling high returns on equity.
- *Premium Market Focus:* The company operates in the premium real estate segment, targeting high-net-worth individuals and businesses interested in high-end residential and commercial spaces.
- *Brand Differentiation:* Renowned for strong branding, innovative architecture, high-quality construction, and timely delivery.
- Projects incorporate premium amenities (e.g., rooftop pools, private theatres, lounges) and are customized to market demands.

Strategic Expansion

- *Geographic Growth:* While the primary focus is Mumbai's western suburbs, the company is expanding into new city micro-markets (e.g., Nepean Sea Road, Prabhadevi, Ghatkopar), keeping aligned with Mumbai's luxury demand dynamics.
- *Innovation and Technology:* The integration of BIM, virtual reality, and other project management tools ensures higher efficiency, coordination, and a differentiated customer offering.



Brief profile of the Directors

- **Sanjay Kumar Jain** is associated with the Company since September 01, 2024, and was appointed as Chief Executive Officer of the Company with effect from December 02, 2024. He is a qualified Chartered Accountant and a fellow member of Indian Institute of chartered accountants. Prior to joining the organisation, he was associated with Aakash Value Realty Private Limited, Sri Adhikari Brother Television Networks Limited, OTC Exchange of India, M/s P. Singhvi & Associates, and Tirimurti Steels Private Limited. He has more than 28 years of experience in Finance and Accounts Sector.
- **Rakesh Gupta** is associated with the Company since April 01, 2024, and was appointed as the Chief Financial Officer of the company with effect from December 02, 2024. He holds a bachelor's degree in commerce from the University of Rajasthan, Jaipur. He is a qualified Chartered Accountant. Prior to joining our organisation, he was associated with Nazara Technologies Limited and Laqshya Media Limited. He was awarded as one of the Top 10 Finance Heads - 2024 by CEO Insights magazine. He has more than 18 years of experience in Finance Sector.
- **Anand Kamalnayan Pandit** has been the Chairman and Managing Director of the company since December 11, 2024, and is also one of its Promoters. An engineering graduate, he holds a diploma in marketing management and has over 24 years of real estate experience. He previously served as director at Bank of Maharashtra, Syndicate Bank, and HUDCO, and completed a real estate program at Harvard Business School.
- **Roopa Anand Pandit** is the Non-Executive, Non-Independent Director since December 10, 2024, and is a Promoter of the company. She holds both bachelor's and master's degrees in arts from the University of Gujarat and has been involved with the company since inception. With over 9 years of real estate experience, she contributes to the group's strategic direction and growth.
- **Ashka Anand Pandit** serves as Wholetime Director from December 11, 2024. Associated with the company since 2015, she holds degrees from NMIMS and the University of Warwick. She has over 9 years of experience and has held senior roles at Purna Projects and Veer Savarkar Projects, focusing on architecture and real estate project leadership.
- **Madhukant Sanghvi**, appointed as Independent Director from December 10, 2024, holds degrees in commerce and law, and is a Chartered Accountant and qualified banker. He has held leadership roles in Bank of Maharashtra and Syndicate Bank, including CMD positions. He brings vast experience in banking, finance, and governance to the board.

Strengths



- **Premium Market Position:** The company holds a strong, well-recognized presence in Mumbai's ultra-luxury and luxury residential real estate segment, particularly in the city's western suburbs. Its brand recognition enables it to command a premium pricing—reportedly about 22% above average market prices in prime micro-markets such as Juhu.
- **Asset-Light Business Model:** Sri Lotus predominantly undertakes redevelopment and joint development projects, significantly lowering the need for large upfront land acquisitions. This approach enhances capital efficiency, reduces risk, and supports high return on equity.
- **Robust Project Pipeline:** As of mid-2025, the company has several ongoing and upcoming projects—ensuring strong medium-term visibility for both revenues and profits. Their projects frequently achieve presales during construction, aiding cash flows.
- **Customer-Centric Execution:** The company manages nearly the entire real estate value chain in-house, enabling better control over planning, design, execution, and sales, which supports timely delivery and high-quality outcomes.
- **Experienced Leadership:** Promoted and managed by experienced professionals with deep roots in Mumbai's real estate, providing strategic advantages and execution capability.
- **Operational and Financial Performance:** Sri Lotus has demonstrated rapid growth in revenue and profitability, with marked improvements in EBITDA margin, reduced leverage, and strong PAT margins nearing 26% in FY25.
- **Advanced Technology Integration:** The company leverages 3D Building Information Modelling (BIM) and virtual reality walkthroughs to optimize planning, design, and customer engagement, supporting both operational efficiency and marketing.

Key Risk Factors

- **Geographic Concentration Risk:** The company's entire portfolio is concentrated in Mumbai—especially its western suburbs—making it highly susceptible to local economic cycles, regulatory changes, approval delays, and natural disasters.
- **Project Clustering:** Heavy portfolio concentration in limited micro-markets (e.g., Juhu, Andheri) increases vulnerability to hyper-local demand shocks and competitive pressures.
- **Limited Listed Entity Track Record:** As a listed entity, Sri Lotus has only a short operating history, having completed just 3 projects under its current structure; most earlier developments were under group companies. This limits bench markability and track record comfort for public investors.
- **Dependency on External Contractors:** While in-house teams handle overall execution, actual construction often relies on third-party contractors, exposing the business to cost overruns, delays, or quality risks—especially if vendors underperform during periods of input cost inflation.
- **Unsold Inventory Risk:** The company has unsold completed units and significant inventory in ongoing projects. If sales slow or inventory lingers, it may negatively affect cash flow and profitability.
- **Past High Leverage:** Although debt levels have improved dramatically in recent years (from D/E of 10.7x in FY22 to 0.13x in FY25), the company's reliance on borrowings in earlier phases signals risk appetite and potential vulnerability during downcycles.

Statement of Profit and Loss



(All amounts are in Indian Rupees millions, unless otherwise stated)

Particulars	March 31, 2025	March 31, 2024	March 31, 2023
INCOME			
Revenue from operations	5,496.82	4,615.75	1,668.71
Other income	195.95	46.13	30.75
Total income	5,692.77	4,661.88	1,699.46
EXPENSES			
Cost of construction and development	2,448.99	3,188.79	1,335.29
Changes in inventories	-862.99	-567.69	-55.55
Employee benefits expenses	125.5	7.21	10
Finance costs	1.95	1.57	6.4
Depreciation and amortisation expenses	15.44	12.21	9.07
Other expenses	495.66	408.64	190.43
Total expenses	2,624.55	3,050.73	1,470.62
Profit before tax (V)	3,068.22	2,611.15	228.84
Tax expense:			
Current tax	771.22	390.36	97.57
Short / (excess) provision of earlier years	-0.01	-	-0.03
Deferred tax	18.15	27.35	-39.62
Total tax expenses (VI)	789.36	419.71	57.92
Profit for the year from continuing operations (VIII)	2,278.86	1,191.44	168.03
Profit from discontinued operations	-	6.65	-5.15
Tax expense on discontinued operations	-	-	-
Profit from discontinued operations (net of tax)	-	6.65	-5.15
Profit for the year from continuing and discontinued operations	2,278.86	1,198.09	162.88
Other comprehensive income			
Remeasurement of post-employment benefits	-0.66	-1.13	0.39
Income tax on above	0.17	0.29	-0.1
Other Comprehensive Income/(Loss) (net of tax)	-0.49	-0.84	0.29
Total Comprehensive Income/(Loss) for the Year (X)	2,278.37	1,197.25	163.17
Owner's of the parent	2,273.64	1,197.59	166.68
Non-controlling interest	4.73	-0.34	-3.51
Earnings per Equity Share of ₹1 each (Basic & Diluted)			
Continuing Operations	5.51	2.98	0.43
Discontinued Operations	-	0.02	-0.01
Continuing and Discontinued Operations	5.51	3	0.42

Valuation and Outlook



Sri Lotus Developers & Realty Ltd IPO is expected to be priced between ₹140 to ₹150 per share. At this price, the company is valued at Price-to-Earnings (P/E) ratio of 27.22x whereas the industry average is 53.17x.

Name of the Company	Market Price as on July 18, 2025	Face Value	Revenue from Operations (₹ in million)	Basic EPS	Diluted EPS	P/E	Return on Net Worth (%)	NAV per Equity Share (₹)
Sri Lotus Developers and Realty Limited*	-	1	5,496.82	5.51	5.51	-	24.39%	21.39
Arkade Developers Limited	203.8	10	6,830.96	9.25	9.25	22.83	17.76%	47.6
Keystone Realtors Limited	667.3	10	20,041.00	13.85	13.71	48.18	6.20%	219.95
Sunaj Estate Developers Limited	325	5	5,490.92	21.8	19.7	14.91	11.10%	195.08
Sunteck Realty Limited	443.85	1	8,531.34	10.26	10.26	43.26	4.61%	222.54
Mahindra Lifespaces Limited	361.15	10	3,722.72	3.95	3.95	91.43	3.23%	122.26
Hubtown Limited	299.4	10	4,684.70	4.39	4.25	68.2	1.93%	177.6

Source : RHP

Sri Lotus Developers & Realty Ltd. is a top player in Mumbai's ultra-luxury real estate market, showing strong growth since FY24. Its ₹7,300 crore IPO saw high interest, with investments from institutions and Bollywood names. The company follows an asset-light model and focuses on premium projects with high margins, justifying its valuation. However, concerns arise as family members with lower roles hold more equity than the CEO and CFO. Additionally, a large part of raw material purchases is from family-owned businesses, raising questions about governance and long-term performance. These points could affect investor confidence in the future.

"Call us on 8448899576" to find out whether or not you should apply.

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