

Publication	thehindubusinessline.com
Date	29 October 2024
Link	<a href="https://www.thehindubusinessline.com/markets/realty-firms-account-for-17-of-qip-money-raised-this-year/article68806692.ece">https://www.thehindubusinessline.com/markets/realty-firms-account-for-17-of-qip-money-raised-this-year/article68806692.ece</a>

## Realty firms account for 17% of QIP money raised this year



The real estate sector has contributed about a sixth to the amount raised by way of qualified institutional placements (QIP) this year.

Of the ₹75,923 crore raised till September via QIPs, 17 per cent or ₹12,801 crore was by realty firms, data collated by ANAROCK Research shows.

Prestige Estates Projects, Macrotech Developers and Brigade Enterprises raised the most through this route.

“Strong QIP activity highlights the sector’s crucial role in India’s broader capital markets and institutional investors’ growing confidence in Indian real estate,” said Anuj Puri, Chairman, ANAROCK Group.

QIPs allow publicly traded companies to raise capital by offering equities or securities convertible into equity to pre-approved institutional buyers.

Robust housing sales growth after the pandemic has prompted leading developers to launch inventory across markets. According to ANAROCK Research, over 13.62 lakh units were launched across the top seven cities between 2021 and the first nine months of CY24.

Housing sales in these cities soared to 14.36 lakh units in this period. Effervescent sales led to an over 10 per cent decline in unsold housing inventory in this period, despite the high rate of supply addition.

“To fund their aggressive expansion, these developers are turning to IPOs and the QIP route,” said Puri. “Their success in these capitalisation efforts underscore the sector’s continued ability to attract both retail and institutional investors. We expect investor participation to grow manifold in the coming years.”

The Nifty Realty index surged by nearly 250 per cent between January 2021 and September 2024, making it the second-best performing sector index after the Nifty PSU Bank Index.

Strong demand from post-pandemic homebuyers has also prompted developers to raise funds via IPOs to fund new project launches across geographies. Since 2021, six developers, Macrotech Developers, Shriram Properties, Keystone, Signature Global, Suraj Estate and Arkade Developers, have collectively raised ₹5,275 crore through mainstream IPOs. Macrotech Developers has raised about Rs 2,500 crore.

Publication	hindustantimes.com
Date	29 October 2024
Link	<a href="https://www.hindustantimes.com/real-estate/real-estate-developers-raise-rs-12-801-crore-via-qip-between-jan-sep-period-101730109605506.html">https://www.hindustantimes.com/real-estate/real-estate-developers-raise-rs-12-801-crore-via-qip-between-jan-sep-period-101730109605506.html</a>

## Real estate developers raise ₹12,801 crore via QIP between Jan-Sep period



Real estate developers have raised ₹12,801 crore through the qualified institutional placements route in the first nine months of 2024 which is almost 17% of the total QIP issuance across sectors that stands at ₹75,923 crore, a report by Anarock showed on October 28.

Real estate developers raise ₹12,801 crore via QIP between Jan-Sep period.

Real estate developers raise ₹12,801 crore via QIP between Jan-Sep period.

The real estate sector raised the second highest funds through the QIP route after renewable energy, it said.

Increased transparency, a robust post-pandemic housing sector recovery and strong investor confidence are the factors driving a surge in activity in the real estate sector.

Qualified Institutional Placements allow publicly traded companies to raise capital by offering equities or securities convertible into equity to pre-approved institutional buyers. This fundraising approach lets companies skip the more conventional Initial Public Offering (IPO) route and quickly raise substantial funds.

"This strong QIP activity highlights the sector's crucial role in India's broader capital markets - and the institutional investors' growing confidence in Indian real estate," said Anuj Puri, chairman - ANAROCK Group.

Concurrently, housing sales in these cities have soared to approximately 14.36 lakh units in this period. Effervescent sales led to an over 10% decline in unsold housing inventory in this period, despite the high rate of supply addition, the report said.

Real estate developers are also raising funds via IPOs to fund new project launches across geographies, the report said, adding that since 2021, six developers have collectively raised ₹5,275 crore through mainstream IPOs. The developers who raised funds via IPOs since 2021 till date are Macrotech Developers Ltd, Shriram Properties, Keystone, Signature Global, Suraj Estate and Arkade Developers.

Among these, Mumbai-headquartered Macrotech Developers Ltd raised the highest at about ₹2,500 crore.

"To fund their aggressive expansion, these developers are turning to IPOs and the QIP route. Their success in these capitalisation efforts underscore the sector's continued ability to attract both retail and institutional investors. We expect investor participation to grow manifold in the coming years," said Puri.

Factors driving IPO and QIP traction included improved transparency in the real estate sector largely due to the implementation of RERA; strong post-pandemic recovery; surge in residential sales value; strong Nifty Realty Index performance and institutional investor confidence, the report showed.

Publication	economictimes.com
Date	29 October 2024
Link	<a href="https://economictimes.indiatimes.com/markets/stocks/news/real-estate-developers-raises-rs-12801-crore-via-qip-this-year/articleshow/114680761.cms?from=mdr">https://economictimes.indiatimes.com/markets/stocks/news/real-estate-developers-raises-rs-12801-crore-via-qip-this-year/articleshow/114680761.cms?from=mdr</a>

## Real estate developers raises Rs 12,801 crore via QIP this year



The real estate sector has contributed over 17% of QIP issuance across sectors, second most after the renewable energy sector, with developers raising Rs 12,801 crore in the first nine months of 2024.

After the pandemic, Indian real estate developers have been aggressively tapping capital markets through Initial Public Offerings (IPOs) and Qualified Institutional Placements (QIPs), according to Anarock's analysis of the available data trends of listed developers on the National Stock Exchange.

In total, Rs 75,923 crore has been raised via QIP across sectors. Enhanced transparency, a robust post-pandemic residential real estate recovery, and strong investor confidence are factors driving a surge in activity, thereby positioning the sector for continued growth.

Qualified Institutional Placements allow publicly traded companies to raise capital by offering equities or securities convertible into equity to pre-approved institutional buyers. This fundraising approach lets companies skip the more conventional Initial Public Offering (IPO) route and quickly raise substantial funds.

"After renewable energy, real estate comes in second highest among sectors to raise funds through QIP so far this year. This strong QIP activity highlights the sector's crucial role in India's broader capital markets - and the institutional investors' growing confidence in Indian real estate," said Anuj Puri, chairman, Anarock group.

The Nifty Realty Index has surged by nearly 250% between January 2021 and September 2024, making it the second-best performing sector index after the Nifty PSU Bank Index. This growth in the stock market reflects a broader confidence in the real estate sector and its ability to deliver long-term value.

Robust housing sales growth after the pandemic has prompted leading developers to unleash relevant inventory across markets.

As per Anarock data, over 13.62 lakh units have been launched across the top 7 cities between 2021 to 9M 2024. Concurrently, housing sales in these cities have soared to approximately 14.36 lakh units in this period. Effervescent sales led to an over 10% decline in unsold housing inventory in this period, despite the high rate of supply addition.

"To fund their aggressive expansion, these developers are turning to IPOs and the QIP route. We expect investor participation to grow manifold in the coming years," Puri said.

Simultaneously, the strong post-pandemic homebuyers demand has also prompted developers to raise funds via IPOs to fund new project launches across geographies.

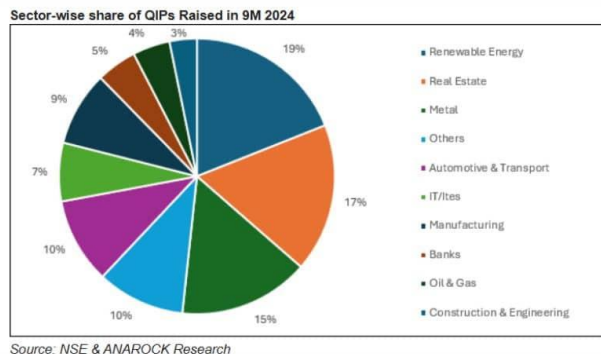
Since 2021, six developers have collectively raised Rs 5,275 crore through mainstream IPOs. The developers who raised funds via IPOs since 2021 till date are Macrotech Developers Ltd, Shriram Properties , Keystone, Signature Global, Suraj Estate and Arkade Developers Post-2020, the real estate sector has rebounded strongly, with Grade A developers leading the charge. Market demand for high-quality residential projects has surged, and developers have been quick to capitalize on this with new project launches.

By September 2024, the inventory overhang reached its lowest at 14 months, demonstrating how quickly supply is being absorbed by the market.

In the first nine months of 2024 itself, residential sales value reached Rs 4.2 lakh crore - a 22.6% increase over the same period in 2023 and an impressive 115% growth over the total sales value recorded in 2021. This surge in sales value is directly boosting developers' cash flow, allowing them to take on new projects and meet rising demand, further improving investor sentiment.

Publication	constructionweekonline.in
Date	30 October 2024
Link	<a href="https://www.constructionweekonline.in/business/developers-raise-rs-12801-cr-in-9m2024-via-qip-route">https://www.constructionweekonline.in/business/developers-raise-rs-12801-cr-in-9m2024-via-qip-route</a>

## Developers raise Rs 12,801 cr in 9M2024 via QIP route



After the pandemic, Indian real estate developers have been aggressively tapping capital markets through Initial Public Offerings (IPOs) and Qualified Institutional Placements (QIPs). Enhanced transparency, a robust post-pandemic residential real estate recovery, and strong investor confidence are factors driving a surge in activity, thereby positioning the sector for continued growth.

Qualified Institutional Placements allow publicly traded companies to raise capital by offering equities or securities convertible into equity to pre-approved institutional buyers. This fundraising approach lets companies skip the more conventional Initial Public Offering (IPO) route and quickly raise substantial funds.

Anuj Puri, Chairman, ANAROCK Group says, “ANAROCK’s analysis of the available data trends of listed developers on the National Stock Exchange shows that by the third quarter of 2024, the real estate sector contributed over 17% of QIP issuance across sectors, or Rs 12,801 cr of a total of Rs 75,923 cr.”

“After renewable energy, real estate comes in second highest among sectors to raise funds through QIP so far this year,” he says. “This strong QIP activity highlights the sector’s crucial role in India’s broader capital markets – and the institutional investors’ growing confidence in Indian real estate.”

Robust housing sales growth after the pandemic has prompted leading developers to unleash relevant inventory across markets. As per ANAROCK Research, over 13.62 lakh units have been launched across the top 7 cities between 2021 to 9M 2024.

Concurrently, housing sales in these cities have soared to approx. 14.36 lakh units in this period. Effervescent sales led to an over 10% decline in unsold housing inventory in this period, despite the high rate of supply addition.



“To fund their aggressive expansion, these developers are turning to IPOs and the QIP route,” says Puri. “Their success in these capitalization efforts underscore the sector’s continued ability to attract both retail and institutional investors. We expect investor participation to grow manifold in the coming years.”

Simultaneously, the strong post-pandemic homebuyers demand has also prompted developers to raise funds via IPOs to fund new project launches across geographies. Since 2021, six developers have collectively raised Rs 5,275 cr through mainstream IPOs. The developers who raised funds via IPOs since 2021 till date are Macrotech Developers, Shriram Properties, Keystone, Signature Global, Suraj Estate and Arkade Developers.

Among these, Macrotech Developers raised the highest of about Rs 2,500 cr.

Factors Driving IPO & QIP Traction:

**Improved Transparency:** The implementation of the Real Estate (Regulation and Development) Act (RERA), Goods and Services Tax (GST), demonetization, etc. have significantly increased transparency in the sector and revived confidence among investors and homebuyers. Developers now adhere to stricter compliance measures, which improves their credibility and makes it easier for them to raise funds in the capital markets.

**Strong Post-Pandemic Recovery:** Post-2020, the real estate sector has rebounded strongly, with Grade A developers leading the charge. Market demand for high-quality residential projects has surged, and developers have been quick to capitalize on this with new project launches. By September 2024, the inventory overhang reached its lowest at 14 months, demonstrating how quickly supply is being absorbed by the market.

**Surge in Residential Sales Value:** As per ANAROCK Research, in the first nine months of 2024 itself, residential sales value reached Rs 4.2 lakh crore – a 22.6% increase over the same period in 2023 and an impressive 115% growth over the total sales value recorded in 2021. This surge in sales value is directly boosting developers’ cash flow, allowing them to take on new projects and meet rising demand, further improving investor sentiment.

**Nifty Realty Index Performance:** The Nifty Realty Index has surged by nearly 250% between January 2021 and September 2024, making it the second-best performing sector index after the Nifty PSU Bank Index. This growth in the stock market reflects a broader confidence in the real estate sector and its ability to deliver long-term value.

**Institutional Investor Confidence:** Institutional investors are increasingly placing their bets on real estate, as evidenced by the rising number of QIP issuances. The record number of QIPs in real estate sector this year (Rs 12,801 Cr) underscores the renewed faith that institutional investors have in the sector.