



To,
The Assistant Manager,
National Stock Exchange of India Limited
Listing Department,
'Exchange Plaza',
Bandra Kurla Complex, Bandra (East),
Mumbai – 400051

To,
The General Manager,
BSE Limited,
Corporate Relationship Department,
1st Floor, Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400001

Date: 08 February 2022

Sub: Q3 & 9M FY22 Financial Results Presentation of Kolte-Patil Developers Limited

**Ref: NSE Symbol and Series: KOLTEPATIL and EQ
BSE Code and Scrip Code: 9624 and 532924**

Dear Sir/Madam,

Please find enclosed herewith softcopy of “**Q3 & 9M FY22 Financial Results Presentation**” of the Company and the presentation also being posted on the company’s website: - www.koltepatil.com.

This is for your information and record.

Thanking you,

For Kolte-Patil Developers Limited

Vinod Patil
Company Secretary and Compliance Officer
Membership No. A13258



Encl: As above

KOLTE-PATIL DEVELOPERS LTD.

CIN : L45200PN1991PLC129428

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POWER OF DISCIPLINE

Doing more with less to deepen
our anti-fragile foundation



Kolte-Patil Developers Limited

Q3 & 9M FY22
Results Presentation

Disclaimer



Certain statements in this communication may be 'forward looking statements' within the meaning of applicable laws and regulations. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. Important developments that could affect the Company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labor relations.

Kolte-Patil Developers Limited (KPDL) will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances



Life Republic - Pune



Verve - Mumbai



Raaga - Bengaluru

Note: All financial numbers in the presentation are on Completion Contract Method (CCM)



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Power Of Discipline – Deliver More With Less

Asset-light growth

Successive years of Debt reduction
No dilution



ROCE ~12%
(3-year average)



Sustained market leadership

Among the healthiest sectorial sales throughputs



Consistently positive operating cash flows



Sound capital allocation

Strengthened sales pipeline for next round of growth



Collections trending higher



Diversifying geographical presence

Sales and marketing cost efficiencies



Benchmark credit-rating



Kolte-Patil Developers: At a Glance



Leading

Residential real estate player in Pune
(Awarded as Most Reputed Brand in Pune)

3 Decades

of presence being incorporated in 1991

~27 MSF

Project portfolio - under execution, approval, land bank and DMA

> 20 MSF

of area delivered across Pune, Bengaluru and Mumbai

~12%

Three year RoCE avg – strong returns profile

A+/Stable

Highest rated residential player By CRISIL

Diversifying Presence

Mumbai and Bengaluru contribution was ~33% of sales value in 9M FY22

Shareholding

Promoters – 74.5%
Institutions – 5.0% , Others – 20.5%

NSE/BSE Listed

IPO in Dec 2007

Commenting on the performance for Q3 FY22 Mr. Rahul Talele, Group CEO, Kolte-Patil Developers Limited said:

"We have hit significant sales milestones in Q3 FY22, which has been our best-ever quarter in the last seven years both in terms of sales volume and value. Sales value in the quarter at Rs. 561 crore, improved 77% YoY and 31% QoQ; while sales volumes in Q3 FY22, at 0.86 msf, improved 56% YoY and 28% QoQ. We have now achieved sales value of Rs. 1,238 crore in 9M FY22, which is more than the full year sales value of Rs. 1,201 crore for FY21. Overall, our business has the momentum to end FY22 on a strong note.

Sales traction has been strong across the markets of Pune, Mumbai and Bengaluru as well as across product categories. Life Republic continues to be a landmark, and has been the top selling project in the entire Pune market in CY21. During the quarter, we successfully launched R16M and R1C sectors at Life Republic. Overall at Life Republic we have sold 470 units and at Universe we have sold 264 units during Q3 FY22. Further, Equa at Wagholi launched during the end of December has witnessed a healthy response, despite the onset of the third wave

Our robust sales machinery and brand equity is getting increasing recognition not only in Pune but in Mumbai and Bengaluru as well. Our diversification story continues to play out well, with Mumbai portfolio contributing on up to 25% of total sales value. Mumbai region reported sales value of Rs. 143 crore in Q3 FY22, as against Rs. 57 crore in Q3 FY21, on the back of an uptick in Verve and sustained momentum in Vaayu. Mumbai also contributed Rs. 321 crore to Sales Value in 9M FY22, significantly higher than full year Mumbai Sales Value of Rs. 180 crore in FY21. Bengaluru also recorded sales value Rs. 30 crore in Q3 FY22, taking the contribution from projects outside Pune to ~31% during the quarter.

The third wave has not impacted workforce materially so far and construction continued at a healthy pace. An improved momentum in sales, registrations, construction and CRM drove Q3 FY22 collections up 10% YoY and 13% QoQ to Rs. 421 crore. The liquidity in our business operations further strengthened, resulting in reduction of Rs. 42 crore in net debt. We have reduced our net debt by Rs.138 crore in 9M FY22. Our net debt to equity stands at 0.19 as on December 31, 2021.

Going forward, KDPL is geared up to scale its operations while maintaining a strong balance sheet. We have a robust pipeline of launches for the next few quarters across our three core markets with aggregate saleable area of ~5.38 million sq.ft. and aggregate topline potential of ~Rs. 4,600 crore. Further, we are evaluating several business development opportunities in line with our aggressive growth objectives. The focus remains on creating many more performance records and enhance value for all our stakeholders."

Operational Highlights – Q3 FY22



New area sales	Q3FY22	Q2FY22	Q3FY21	QoQ	YoY	9MFY22	9MFY21	YoY
Volume (million sq. ft.)	0.86	0.67	0.55	28%	56%	1.93	1.22	58%
Value (Rs. million)	5,613	4,290	3,170	31%	77%	12,384	6,756	83%
Realization (Rs./Sq. ft.)	6,489	6,370	5,762	2%	13%	6,403	5,553	15%
Collections (Rs. million)	4,212	3,738	3,815	13%	10%	10,740	6,869	56%

- **Achieved Sales Value of Rs. 1,238 crore in 9M FY22, which is more than the full year sales value of Rs. 1,201 crore for FY21**

- Mumbai contributed Rs. 321 crore to Sales Value in 9M FY22, significantly higher than full year Mumbai Sales Value of Rs. 180 crore in FY21

- **Highest quarterly sales value in last seven years in Q3 FY22, at Rs. 561 crore, 77% YoY and up 31% QoQ; Highest quarterly sales volumes in last seven years in Q3 FY22, at 0.86 msf, up 56% YoY and 28% QoQ**

- Demand across product segments and the three geographies of Pune, Bengaluru and Mumbai remains strong
- Mumbai portfolio has reported a sales value of ~Rs. 143 crore in Q3 FY 22 as against Rs. 57 crore in Q3 FY21 – contribution up to 25% of total sales value
 - Verve have witnessed an uptick in traction. Sustained momentum in Vaayu

- Bengaluru recorded sales value Rs. 30 crore in Q3 FY 22
- Contribution from projects outside Pune was ~31% during the quarter

- **Life Republic sold 470 units during the quarter**

- Universe at Life Republic sold 264 units
- Successfully launched R16M and R1C sectors

- **Realizations continue to improve both YoY and QoQ due to increased contribution from Mumbai portfolio**

- **Q3 FY22 collections were up 10% YoY and 13% QoQ to Rs. 421 crore**

- Improved momentum in sales, registrations, construction and CRM has resulted in this performance

- **Reduced Net Debt by Rs. 42 crore and Rs. 138 crore during the quarter and 9M FY22 respectively . As on December 31, 2021 Net Debt/Equity at 0.19x**

Sales & Collections – Ongoing Projects – Q3 FY22



Projects	Location	Area Sold (msf.)	Sales Value (Rs. mn.)	APR (Rs./sft.)	Collections (Rs. mn.)
Life Republic	Hinjewadi	0.17	911	5,211	1,396
Universe(R10) ,LR	Hinjewadi	0.18	1,075	5,979	214
Stargaze	Bavdhan	0.06	383	6,547	459
Three Jewels	Kondhwa	0.06	291	4,490	265
Ivy Estate	Wagholi	0.08	355	4,435	339
Centria	NIBM	0.01	34	5,300	154
Western Avenue	Wakad	0.01	48	6,435	147
Tuscan	Kharadi	-	-	-	7
Jazz II (Opula)	Aundh	-	-	-	22
DMA	Wagholi/Baner	0.09	423	4,737	120
Equa	Wagholi	0.04	173	4,553	4
Crown	Moshi	0.01	24	3,892	47
Green Olives	Hinjewadi	0.00	8	5,050	36
Other Projects		0.02	165	6,735	68
Total (Pune Projects)		0.73	3,890	5,319	3,277
Raaga	Hennur Road	0.02	85	5,492	258
Exente	Hosur Road	0.04	213	5,339	174
Total (Bengaluru Projects)		0.06	298	5,382	432
Jai-Vijay*	Ville Parle (E)	0.02	521	22,412	173
Evara	Borivali (W)	0.00	25	17,221	158
Verve	Goregaon (W)	0.04	689	17,348	105
Vaayu	Dahisar (W)	0.01	190	14,197	66
Total (Mumbai Projects)		0.07	1,425	18,318	502
Total (Pune + Bengaluru + Mumbai Projects)		0.86	5,613	6,489	4,212

Note: *Includes JP Morgan area

Region-wise Sales – Q3 FY22



Total Area Sold
0.86 msf

Total Sales Value
5,613 mn

Total Collection
4,212 mn

Total (Mumbai Projects)

0.07 msf

Rs. 1,425 mn

Rs. 502 mn

Total (Pune Projects)

0.73 msf

Rs. 3,890 mn

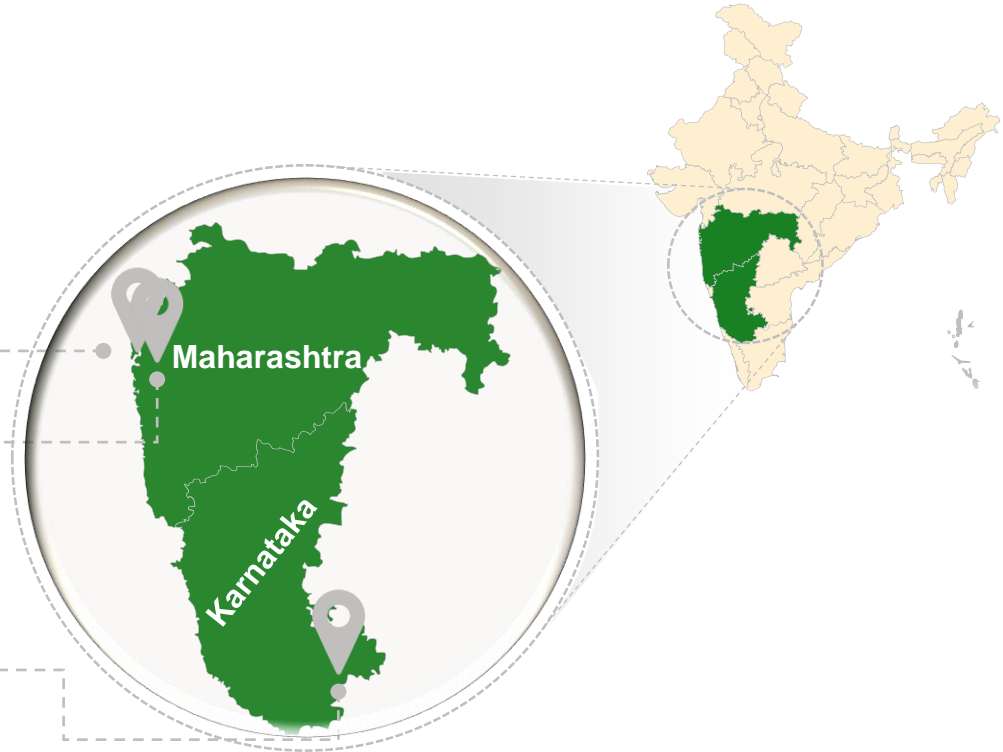
Rs. 3,277 mn

Total (Bengaluru Projects)

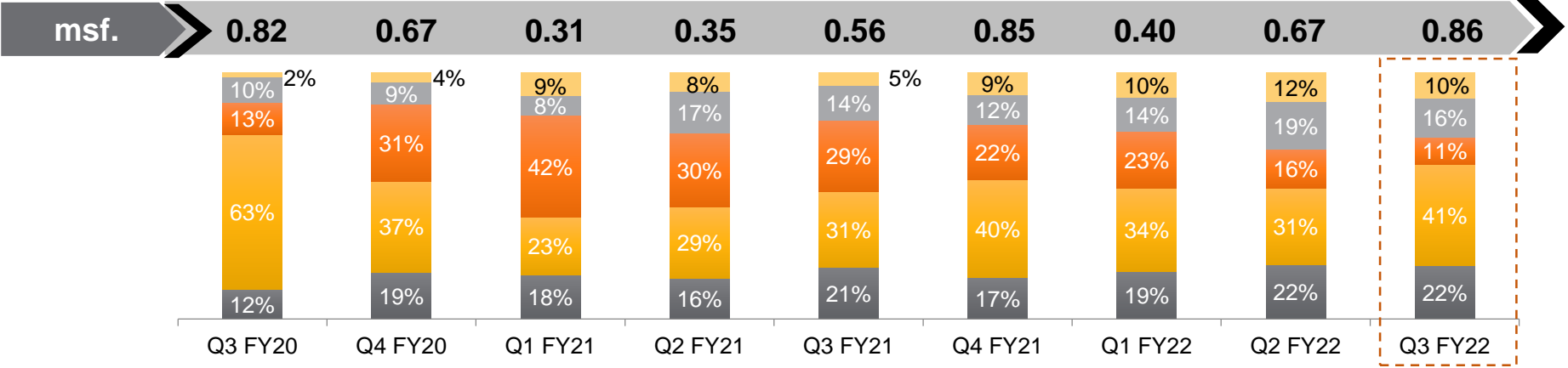
0.06 msf

Rs. 298 mn

Rs. 432 mn

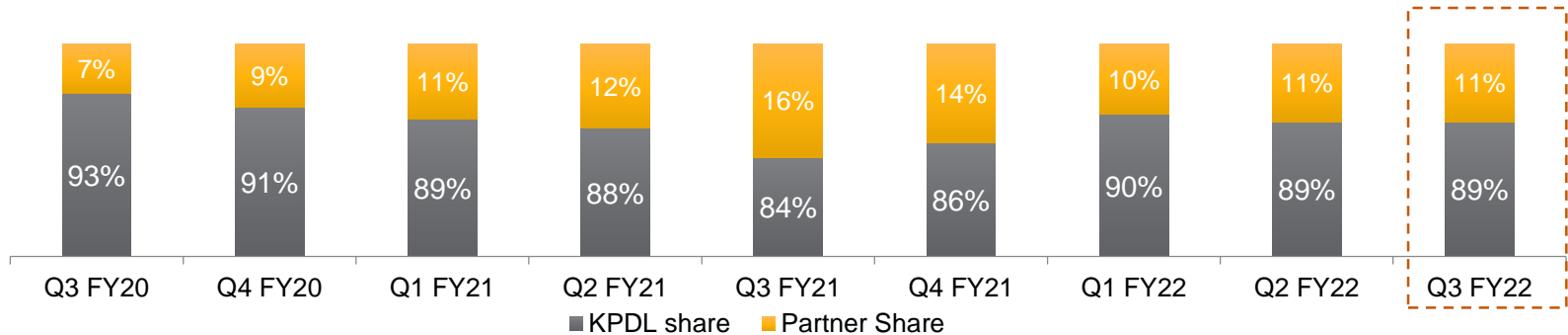


New Sales Analysis – Q3 FY22



■ Affordable ■ Township ■ MIG ■ 24K Luxury/Mumbai ■ DMA

Affordable – Ivy estate, Three Jewels, Crown, Equa | **Township** – Life Republic | **MIG** – Western Avenue, Centria, Tuscan, Raaga, Exente, Mirabilis, GOV | **24K Luxury/Mumbai** – Opula, Atria, Jai-Vijay, Evara, Grazio, Stargaze, Verve, Vaayu



■ KPDL share ■ Partner Share

Note: Volume in million square feet is based on saleable area

Priority Launches



Pune Projects	Location	Use	Saleable Area (msf.)
Baner	Baner	Mixed Use	1.33
Down Town	Kharadi	Residential / Retail	0.68
Tathawade*	Tathawade	Residential / Retail	0.55
Life Republic (R14)	Hinjewadi	Residential / Retail	1.07
Giga	Viman Nagar	Commercial	0.86
Boat Club	Boat Club Road	Commercial	0.36

Mumbai Projects	Location	Use	Saleable Area (msf.)
Golden Pebbles	Kalina	Residential	0.13
Sukh Niwas	Khar	Residential / Retail	0.03
Jeevan Sudha	Andheri	Residential	0.12

Bengaluru Projects	Location	Use	Saleable Area (msf.)
Raaga 3	Hennur Road	Residential	0.25

*DM project

- Launches planned across all 3 cities of presence – Pune, Mumbai & Bengaluru
- Saleable area of ~5.38 msf
- Aggregate topline potential of over ~Rs. 4,600 crore

Judiciously building project pipeline for the next round of growth



FY19

- Bought 50% stake from ICICI Venture in Life Republic taking KPDL share to 95%
- Acquired balance 49% equity stake in Downtown project from IL&FS

FY20

- Signed three new projects with a combined saleable area of ~1.6 msf* in Pune (Wagholi, Kiwale and Ravet) under DM model. Expected DM fees of Rs. 85-88 crore

FY21

- Signed three new projects with a combined saleable area of ~2.2 msf in Pune (Baner, Moshi, Wagholi) under capital light models. Expected Total Topline of ~Rs. 1,500 crore and KPDL PBT of ~Rs. 220 crore
- Unlocked (Agreement to Approval to Launch ready) three redevelopment projects with a combined saleable area of ~0.52 msf in Mumbai (Evara, Verve, Vaayu). Expected Topline of over Rs. 1,000 crore

FY22

- Signed a new project with a combined saleable area of ~0.55 msf in Pune (Tathawade) under DM model. Expected DM fees of ~Rs. 35 crore
- In process to unlock three redevelopment projects with a combined saleable area of ~0.3 msf in Mumbai (Sukh Niwas, Golden Pebbles, Jeevan Sudha). Expected Topline of ~ Rs. 700 crore
- Created platform with Planet Smart City to develop 15,000 housing units. Projects for the platform to be added across Pune, Mumbai and Bengaluru within three years

Focused on meaningful (both in terms of area and value) additions to portfolio across Pune, Bengaluru and Mumbai

Targeting acquisitions through outright/structured deals and JVs/JDAs/DMA's with land owners / other developers

Mumbai Presence - Expanding Footprint



Faster Creation for Faster Paced
City
Mumbai

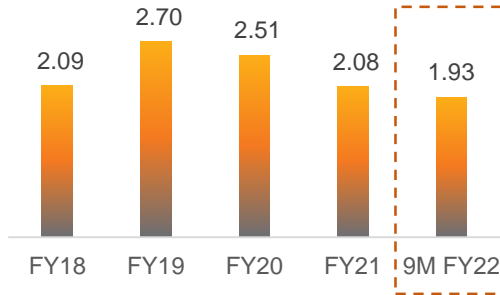


Map not to scale, for representation purpose only*

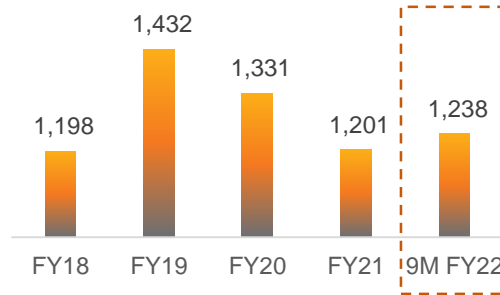
Performance Highlights – Five Years



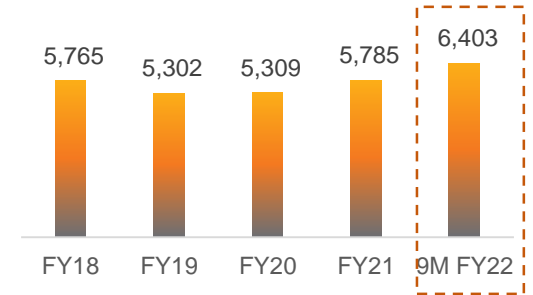
Sales Volume, msf



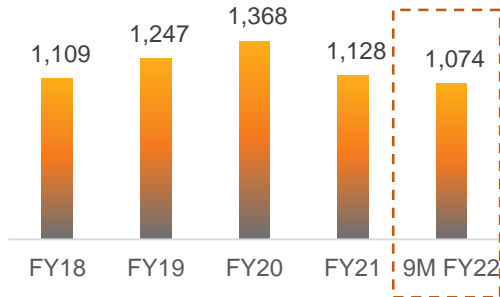
Sales Value, Rs. Crore



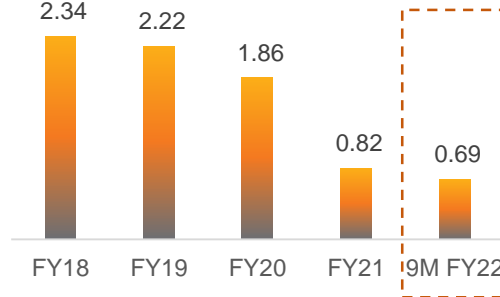
APR, Rs./sft.



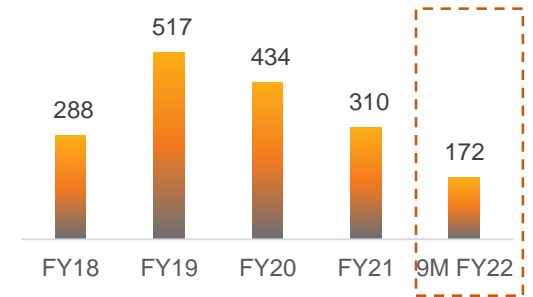
Collections, Rs. Crore



Delivery, msf

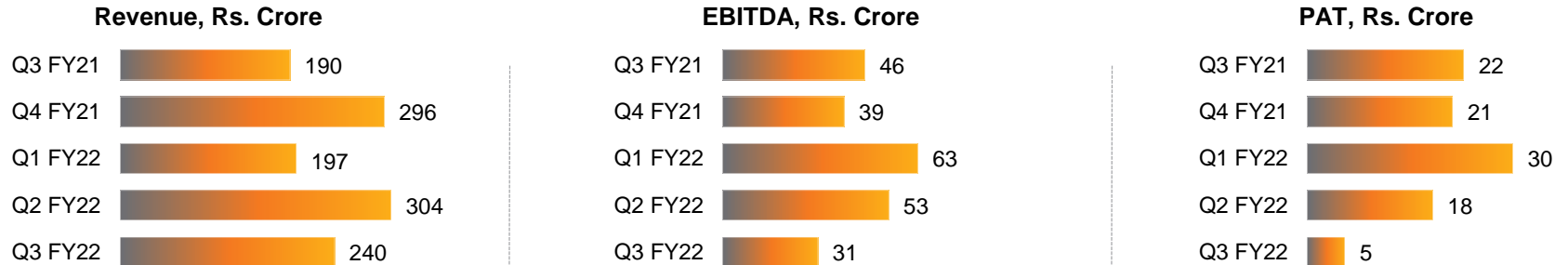
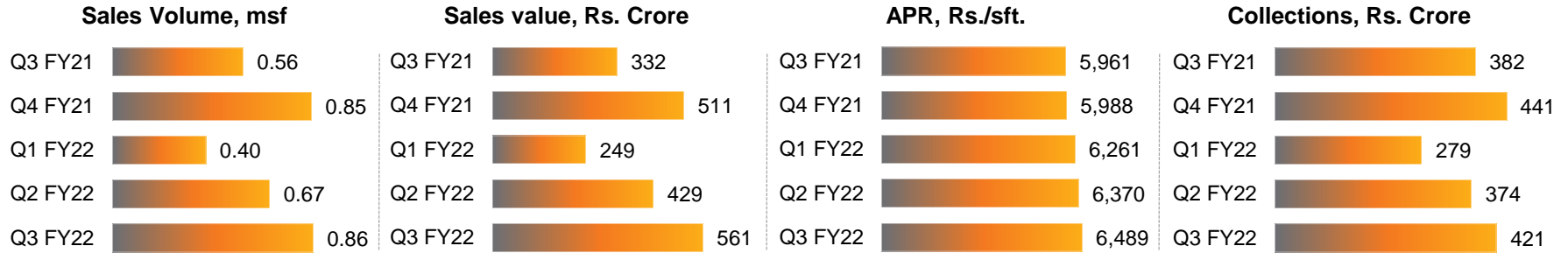


Net Debt, Rs. Crore



Volume in million square feet is based on saleable area; Collections include contribution from DMA projects

Performance Highlights – Q3 FY22



Note: Volume in million square feet is based on saleable area ; Collections include contribution from DMA projects

Abridged Cash Flows



Abridged Cash flows - (Rs. crore)	Q3 FY22 (Un-Audited)	9M FY22 (Un-Audited)
Opening Balance	190	188
<u>Operating Activities</u>		
Collections	411	1040
Construction Cost	-211	-542
Other Expenses	-61	-155
Strategic Land Monetization	0	66
Direct & Indirect Taxes	-23	-67
Operating Cashflow	116	342
<u>Financing Activities</u>		
Interest	-10	-31
OD/CC Movement	-15	-109
OCD/CCD/Zero Coupon NCD (Redemption)/Subscription	-57	-90
Issue of Preference shares	60	60
Financing Cashflow	-22	-170
<u>Investing Activities</u>		
TDR/Premium Costs/Approval Cost	-40	-56
Society Related Payments	-2	-4
JV Partner/Land Cost	-24	-82
Investing Cashflow	-66	-142
Closing Balance*	218	218

- The inflows and outflows for associate companies are considered in the above cash flow. Accordingly, the closing balance includes Rs.16 crore pertaining to associate companies which are not consolidated in the consolidated financial statements. Further, this also includes Rs. 8 crore pertaining to Bank deposits having maturities of more than 12 months from the Balance Sheet date.

Consolidated Debt Profile



Consolidated Debt Profile (Rs. crore)	31 st Dec, 2021	30 th Sep 2021	31 st Mar, 2021
	CCM	CCM	CCM
Net Worth	932	941	894
Gross Debt	467	542	665
Less: OCD / CCD / OCRPS / Zero Coupon NCD*	101	161	190
Debt	366	381	475
Less: Cash & Cash Equivalents & Current Investments**	194	167	165
Net Debt	172	214	310
Net Debt to Equity	0.19	0.23	0.35

- During Q3 FY22 and 9M FY22 , Net Debt reduced by Rs. 42 crore and Rs. 138 crore respectively.

*Issued to KKR in Life Republic Township

**The Cash & Cash Equivalents & Current Investments are as per financial statements and does not include balances pertaining to associate companies which are not consolidated in the consolidated financial statements. Further, this does not include amount of Bank deposits having maturities of more than 12 months from the Balance Sheet date.

Consolidated Profit and Loss Snapshot

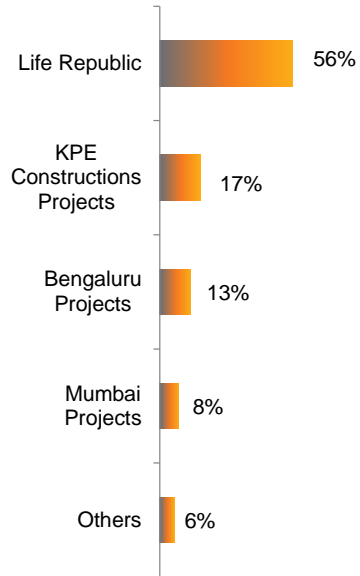


P&L Snapshot (Rs. crore)	Q3 FY22	Q2 FY22	Q3 FY21	QoQ	YoY	9M FY22	9M FY21	YoY
Revenue from Operations	240.3	303.8	190.3	-20.9%	26.3%	741.4	395.7	87.4%
EBITDA	30.5	52.7	45.5	-42.2%	-33.0%	145.7	23.5	520%
EBITDA Margin (%)	12.7%	17.4%	23.9%	-4.7%	-11.2%	19.7%	5.9%	13.8%
Profit before tax	20.7	43.9	29.1	-52.9%	-28.9%	111.0	-31.6	450.8%
Net profit/loss after tax before exceptional items	14.9	20.5	25.1	-27.5%	-40.7%	66.4	-25.6	358.9%
Exceptional items	-9.2	0.0	0.0	NA	NA	-9.2	0.0	NA
Net profit/loss after tax (pre-MI)	7.1	20.2	25.0	-64.9%	-71.5%	58.2	-25.7	326.1%
PAT Margin % (pre-MI)	3.0%	6.7%	13.2%	-3.8%	-10.2%	7.8%	-6.5%	14.3%
Net Profit (post-MI)	5.4	17.7	22.5	-69.7%	-76.1%	52.6	-26.4	299.3%
PAT Margin % (post-MI)	2.2%	5.8%	11.8%	-3.6%	-9.6%	7.1%	-6.7%	13.8%

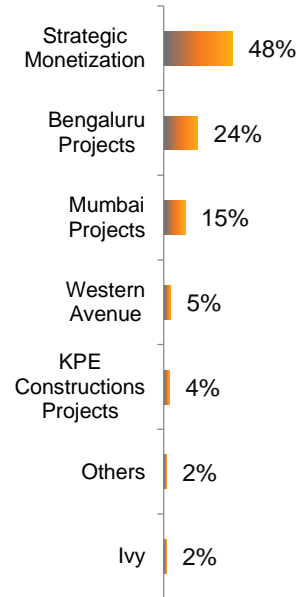
Revenue Recognition – Q3 FY22 vs Q3 FY21 & 9M FY22 vs 9M FY21



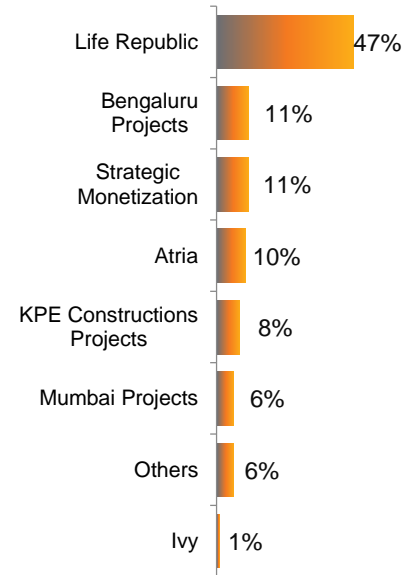
Q3 FY22 Rs. 240 crore



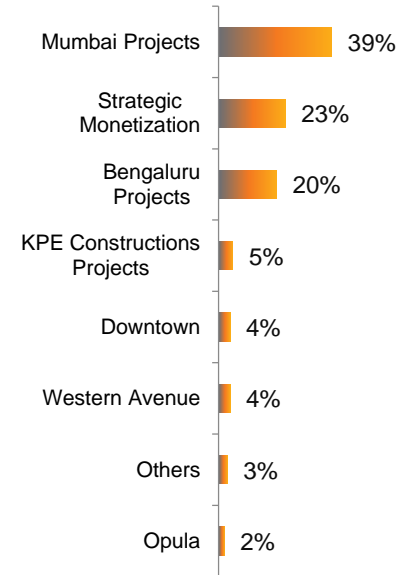
Q3 FY21 Rs. 190 crore



9M FY22 Rs. 741 crore



9M FY21 Rs. 396 crore



KPDL Project Portfolio – 31.12.21



Gross Details (including partner's share)

Projects	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank
Jazz II (Opula)	100%	0.00	-	-
Atria	100%	0.00	-	-
Giga	100%	-	0.86	-
Stargaze	62%	0.23	-	-
Western Avenue	100%	0.04	-	-
Ivy Estate	100%	0.17	-	-
Downtown	100%	0.01	0.68	0.41
Life Republic^	95%	0.73	1.26	9.62
Universe (R10), LR	49%	0.26	0.65	-
Tuscan	100%	0.01	-	-
Three Jewels	20%	0.27	-	-
Green Olive Venture	60%	0.00	-	-
Centria	100%	0.02	-	-
Pimple Nilakh	100%	-	0.60	-
Ghotawade	50%	-	-	3.2
Aundh	100%	-	-	1.00
Kalyani Nagar	100%	-	-	1.00
Wagholi	36%	0.07	0.14	-
Baner	66%	-	1.33	-
Crown,Moshi	50%	0.02	0.55	-
Boat Club Road	100%	-	0.36	-
Pune Total:		1.81	6.42	15.23

Gross Details (including partner's share)

Projects	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank
Jai Vijay	100%	0.01	-	-
Evara	100%	0.00	-	-
Vaayu	100%	0.12	-	-
Verve	100%	0.20	-	-
Sukh Niwas	100%	-	0.03	-
Golden Pebbles	100%	-	0.13	-
Jeevan Sudha	100%	-	0.12	-
Other Mumbai Projects	100%	-	-	0.57
Mumbai Total:		0.32	0.28	0.57

Projects	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank
Raaga	100%	0.03	0.25	-
Exente	100%	0.09	-	-
24K Grazio	100%	0.19	-	-
Bengaluru Total:		0.31	0.25	-

Overall Projects	Total	Ongoing & Unsold	Under Approval	Land Bank
Owned Projects	25.21	2.45	6.95	15.80
DM Projects	1.97	0.10	1.87	-
Total Company Portfolio	27.18	2.55	8.82	15.80

Saleable area in million square feet based on current FSI norms and subject to change; ^Total FSI potential is 1.7 in Life Republic; Current potential has been considered based on a FSI of 1.0

Sector consolidation

- First round of consolidation resulted from implementation of RERA and GST benefiting organized, execution-focused developers.
- Covid-19 to result in second round of consolidation and benefit strong balance sheet developers like KPDL
- Interest rates at all time low

Demand

- WFH has increased demand across product segments
- Lowest inflation-adjusted home prices in many years, sharp decline in interest rates have considerably improved affordability and overall consumer sentiment

Consolidating leading position in Pune

- KPDL is leveraging its strong brand name/market position to accelerate development and launch subsequent phases of ongoing projects

Diversifying geographical presence

- 10 society redevelopment projects in Mumbai - 2 completed, 3 newly launched, 5 future projects
- Mumbai and Bengaluru contribution reached ~33% of sales value in 9M FY22

Operational Excellence

- Focus to be faster sales, approvals, construction and collection
- Strong digital connect to act as an incremental sales channel
- Prudent investments in technology to reduce construction time

New project acquisition

- Recently acquired 4 projects with a combined saleable area of 2.76 msf
- Targeting acquisitions of 10 msf additional land bank through outright/structured deals and JVs/JDAs/DMA's in next 6 months
- Created platform with Planet Smart City to develop 15,000 housing units. Singed 2nd project of this platform, for the Community Engagement Platform

Efficient capital deployment

- Continue to evaluate strategic and financial partnerships that enable us to scale our operations while limiting capital commitment

Healthy RoCE

- Successful implementation of strategy driving strong return profile with average. ROCE of ~12% for last three years
- Looking at further scale benefits in Pune and greater Bengaluru/Mumbai contribution

Priority Launches

- 3 cities – Pune, Mumbai & Bengaluru
- ~5.38 msf of saleable area
- ~Rs. 4,600 crore of topline potential

Small to mid sized journey completed. Mid to large sized journey begins



Leading real estate brand in Pune

~33% sales value from Mumbai and Bengaluru in 9M FY22

Growing property development partnerships

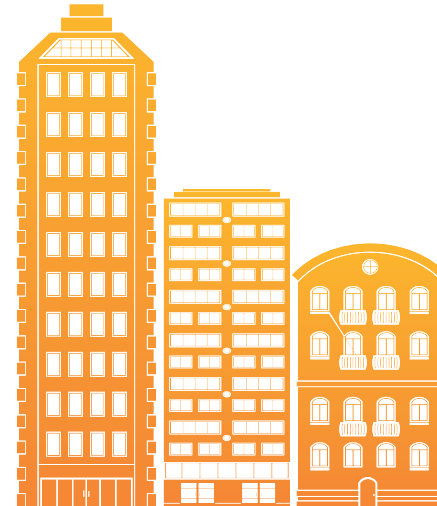
Maturing Life Republic; point of take-off

Stronger marketing engine

Declining debt



This is where we are



This is where we wish to go

Amongst India's top five real estate players

Double our sales while maintaining profitability

Grow our Pune presence and leadership

Expand market share in Mumbai and Bengaluru

Deepen cash-light global partnerships

Accelerate Life Republic sales

Develop benchmark programs on ESG and customer-centricity

Awards and Recognitions

KPDL RECEIVED 60+ AWARDS IN THE LAST FIVE YEARS

KPDL Awards

- 🏆 **Trusted Brand of the Year**, Times Realty, 2021-22
- 🏆 **Top Developer of the year**, Times Real Estate Icons , 2020-21
- 🏆 **India's Top Challengers**, Construction World Global Aw, 2020-21
- 🏆 **India's Most Trusted Real Estate Brand**, TRA's Brand Trust Report 2020
- 🏆 **Best Realtor** , Times Realty, 2019-20
- 🏆 **Brand Excellence in Real Estate Sector**, ABP News, 2019-20
- 🏆 **Developer of the Year Residential** , CNN NEWS18, 2019-20
- 🏆 **Most Trusted brand**, ET Now, 2019-20
- 🏆 **Brand of the Year**, Economic Times, 2018-19
- 🏆 **Game Changer of Maharashtra, Economic Times, 2017-18**
- 🏆 **Luxury Developer of the Year – 24K**, Times Network, 2017-18
- 🏆 **Most Trusted Real Estate Brand**, Times Network, 2017-18
- 🏆 **India's Top Challengers**, Construction World 2017-18
- 🏆 **Developer of the Year**, Realty Plus, 2016-17
- 🏆 **Brand of the Year**, Golden Bricks Awards (Dubai), 2016-17
- 🏆 **Asia's Greatest Brand**, Asia One, 2016-17

Project Awards

- 🏆 **Residential High Rise Architecture India- 2021**, Asia Pacific Property Awards (IPA), 2020-21
- 🏆 **Top Township projects (above 350 acres)**, Times Real Estate Icons, 2020-21
- 🏆 **Integrated Township of the year**, CNN News18, 2019-20
- 🏆 **Luxury Project of the year – 24K Stargaze**, ET Now, 2019-20
- 🏆 **Innovative marketing campaign of the year – Life Republic**, ET Now, 2019-20
- 🏆 **Luxury Project of the year – 24K Stargaze**, Times Network, 2017-18
- 🏆 **Integrated Township of the year – Life Republic**, ABP News, 2016-17
- 🏆 **Best Township Project of the year – Life Republic**, Golden Bricks Awards (Dubai), 2016-17

About Kolte-Patil Developers Ltd.



Kolte-Patil Developers Ltd. (BSE: 532924, NSE: KOLTEPATIL; KPDL), incorporated in 1991, is a leading real estate company with dominant presence in the Pune residential market, and growing presence in Mumbai and Bengaluru. Kolte-Patil is a trusted name with a reputation for high quality standards, design uniqueness, corporate governance, transparency and for delivery of projects in a timely manner. The company has developed and constructed over 50 projects including residential complexes, integrated townships, commercial complexes and IT Parks covering a saleable area of ~20 million square feet across Pune, Mumbai and Bengaluru. Several of the company's projects have been certified by the Indian Green Building Council (IGBC). KPDL markets its projects under two brands: 'Kolte-Patil' (addressing the mid-income segment) and '24K' (addressing the premium luxury segment).

Consolidating its leadership position in Pune, the company forayed into the Mumbai market in 2013 focusing on low capital intensive society re-development projects. The company signed ten projects (two completed, three recently launch, five future projects) till date at prime locations across the city.

KPDL has seamlessly navigated varied economic cycles enabled by one of the lowest debt levels in the sector. The Company's long-term bank debt and non-convertible debentures have been rated 'A+ / Stable' by CRISIL, the highest rating accorded by CRISIL to any publicly listed residential real estate player in India. The Company's growth trajectory, internal processes and corporate governance practices have benefitted from partnerships with marquee financial institutions like KKR, JP Morgan Asset Management, Portman Holdings, ASK Capital, Motilal Oswal, ICICI Ventures and Planet Smart City.

Over the years, KPDL has received multiple awards and recognitions including Asia's greatest Brand 2017 by AsiaOne, The Economic Times – The Game Changers of Maharashtra 2018, Times Realty Icons - Best Realtor 2019, CNN NEWS18 - Developer of the Year Residential 2019, ET Now - Most Trusted Brand India's 2019, Top Challengers 2019-20 by Construction World Global Awards Online and Trusted Brand of the Year, Times Realty, 2021-22.

For more details on Kolte-Patil Developers Ltd., visit www.koltepatil.com

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**THANK
YOU**

