

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: 4 August 2023

Sub: Q1 FY24 Financial Results Presentation of Kolte-Patil Developers Limited

Ref: NSE Symbol and Series: KOLTEPATIL and EQ BSE Code and Scrip Code - Equity: 9624 and 532924 BSE Security Code and Security Name – Debt: 974771 and 0KPDL33

Dear Sir/Madam,

Please find enclosed herewith softcopy of "Q1 FY24 Financial Results Presentation" of the Company and the presentation also being posted on the company's website: - <u>www.koltepatil.com.</u>

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

Pune Regd. Office: 2nd Floor, Ci ty Point, Dhole Patil Road, Punc 411001. Maharashtra, India. Tel.: +91 20 6622 6500 Fax : +91 20 6622 6511 Bangalore Office: 121, The Estate Building, 10th floor, Dickenson Road, Bangalore 560042, India. Tel.: 080-4662 4444 / 2224 3135/ 2224 2803 Web.: www.koltepatil.com Email id: vinod.patil@koltepatil.com



Kolte-Patil Developers Limited

Results Presentation

Q1 FY24



Disclaimer

Certain statements in this communication may be 'forward looking statements' within the meaning of applicable laws and regulations. These forwardlooking 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







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KPDL –

Unleashing

Possibilities

Performance

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Highlights



Priority Launches

Abridged Cash Flows & Consolidated **Debt Profile**

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About Kolte-Patil Developers Ltd.





Kolte-Patil Developers: At a Glance



Leading

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

> 26 MSF

of area delivered across Pune, Bengaluru and Mumbai

Shareholding

Promoters: 74.45% Institutions: 4.06% Others: 21.49%

3 Decades

of presence being incorporated in 1991

~14% Two year average ROCE - Strong returns profile

Benchmark

credit-rating Long Term Bank Loan Facilities A+/Stable (CRISIL)

~35 MSF

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

Diversifying Presence

Mumbai and Bengaluru contribution was 20% in FY23 (Sales Value)

NSE/BSE Listed IPO in Dec 2007

Kolte-Patil Developers - Unleashing Possibilities





- Successive years of debt reduction
- Consistently positive operating cash flows
- Capital light growth model

Strengthening the Balance Sheet



Net Debt to Equity Ratio, as on 30th June 2023



- Strengthening geographical diversification
- Contribution to Sales by FY25 Pune – 70%; Mumbai+Bengaluru – 30%
- Robust business development pipeline

Recalibrating market exposure

Rs. 8,000 cr.

FY24 – Business Development (Guidance)



- Broad-based presence selectively across cities
- Leveraging brand recall/market leadership
- Diversified product offering (affordable to luxury)

Strengthening

the Sales Engine

25%

Sales CAGR over FY23-25 (Guidance)



- Strategic, operational and financial prudence
- Stronger sales pipeline for next round of growth
- Collections trending higher

Building a pipeline for multi-year growth



Rs. 25,571 cr.

Project portfolio (under execution, approval and land bank; based on current estimates)

Kolte-Patil Developers – Business Development Strategy



Acquire projects with GDV of Rs. 8,000 crore in FY24 across Pune, Mumbai and Bengaluru

Pune to contribute 70% to sales by FY25

- Acquire additional projects with top-line potential of Rs. 5,000 crore in FY24
- **Strengthen presence** in the existing key micro-markets of West and East Pune
- **Enter new micro-markets** to capture a larger share of the Pune region
- **Product offerings** across affordable, MIG, HIG and super luxury segments
- **Deal types** Structured Outright/JDA/JV (>1 mn. sq.ft development potential per project)

Mumbai & Bengaluru to contribute 30% to sales by FY25

<u>Mumbai</u>

- Acquire additional projects with top-line potential of Rs. 2,000 crore in FY24
- **Strengthen presence** in the existing micro-markets of western suburbs of Mumbai
- **Enter new micro-markets** of central suburbs of Mumbai and Navi Mumbai region
- **Product offering** in the range of Rs.1.5 crore Rs.3.5 crore per unit
- **Deal types** Society redevelopment/JDA/JV/Structured Outright (>Rs. 300 crore top-line potential per project)

Bengaluru

- **Acquire projects** with top-line potential of Rs. 1,000 crore in FY24
- **Improve visibility** through product offerings in MIG segment
- Deal types JDA/JV

Key Highlights





FY24 New Launches till date

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Launched five projects with saleable area ~2.72 msf and topline potential of Rs.
1,985 crore

Business Development – Acquired projects with total estimated saleable area of ~3 msf and topline potential of Rs. 3,450 crore

Sr. No.	Region	Saleable Area (msf)	Topline Potential (Rs. Cr.)
1	Goregaon (MMR)#	~0.48	~950
2	Mulund (MMR)*	~0.6	~900
3	Vashi (MMR)*	~0.12	~300
4	Wagholi, Pune*	~0.7	~400
5	NIBM road, Pune*	~1.1	~900

#Includes two society redevelopment projects acquired in (Goregaon West), MMR *Acquired in April - May 2023; mentioned in Q4FY23 results presentation

Financial Performance

- Strong deliveries resulted in robust Q1FY24 revenues of Rs. 571 crore
- EBITDA margins stood at 16% for Q1FY24

Net Debt to Equity Ratio

• As on 30th June 2023, the Company's net debt-equity ratio was 0.02x

Operational Highlights – Q1 FY24



New area sales	Q1FY24	Q4FY23	Q1FY23	QoQ	YoY	FY23	FY22	YoY
Volume (million sq. ft.)	0.93	0.97	0.61	-5%	52%	3.27	2.71	21%
Value (Rs. Crore)	701	704	445	-0.4%	58%	2,232	1,739	28%
Realization (Rs./sq. ft.)	7,545	7,225	7,260	4%	4%	6,817	6,407	6%
Collections (Rs. Crore)	513	589	474	-13%	8%	1,902	1,574	21%

Q1FY24 - Sales at Rs. 701 crore registered a growth of 58% YoY

- Third consecutive quarter with sales value of over Rs. 700 crore
- Overall realizations increased by 4% with meaningful contribution from 24K Altura project in Baner.;
- The sales figures for the quarter also benefited from strong volume increase of 52%.
- KPDL's flagship project Life Republic (LR) registered sales volumes of 0.52 million sq. ft. in Q1 FY24

New launches

- Launched ~1.38 million sq. ft. in Pune in Q1 FY24
 - 24K Altura project in Baner
 - Arezo-JKD project in Life Republic township, Hinjewadi
- New launches contributed ~43% to the pre-sales value during the quarter

Q1FY24 - Collections at Rs. 513 crore registered a growth of 8% YoY

This growth was facilitated by effective registration, sales, construction, and CRM systems.



Total Projects	Total Area Sold	Total Sales Value	Total Collection
	0.93 msf	Rs. 701 crore	Rs. 513 crore
Pune	0.90 msf	RS. 646 crore	RS. 383 crore
	(97%)	(92%)	(75%)
Mumbai	0.03 msf	Rs. 55 crore	Rs. 130 crore
+ Bengaluru	(3%)	(8%)	(25%)



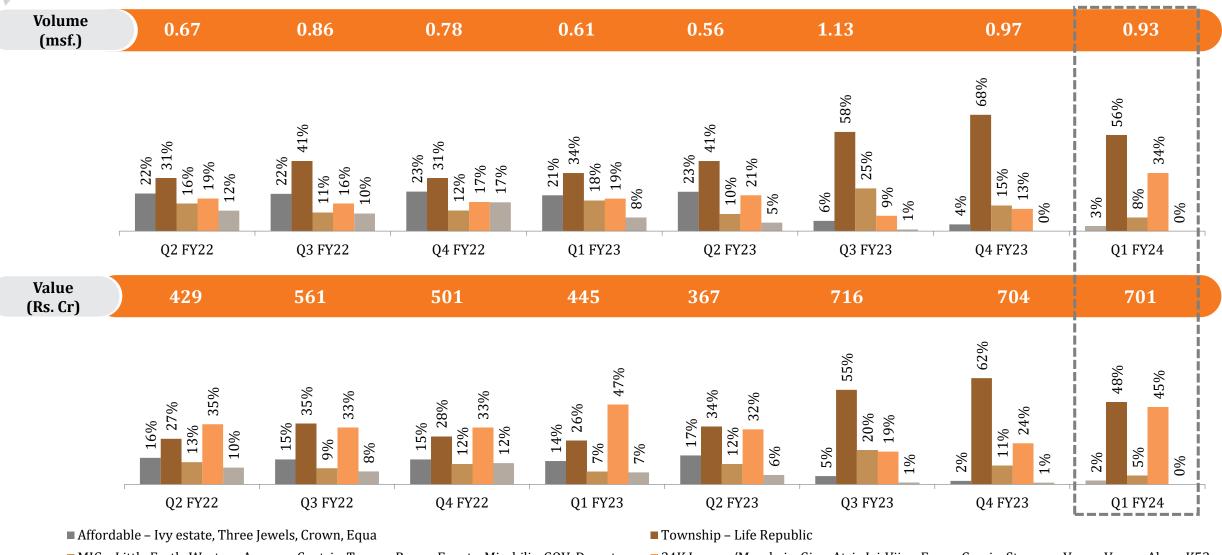
Sales & Collections – Ongoing Projects – Q1 FY24



Projects	Location	Area Sold (msf.)	Sales Value (Rs. Crore.)	APR (Rs./sft.)	Collections (Rs. Crore.)
Life Republic	Hinjewadi	0.39	250	6,382	144
Universe(R10) ,LR	Hinjewadi	0.13	86	6,825	46
24K Altura (Baner)	Baner	0.27	242	9,105	10
Stargaze	Bavdhan	0.01	11	6,598	40
Three Jewels	Kondhwa	0.01	3	4,748	29
Ivy Estate	Wagholi	0.01	4	8,784	17
Little Earth-Kiwale	Kiwale	0.03	20	4,979	40
Little Earth-Kiwale(Planet)	Kiwale	0.03	14	5,304	5
DMA	Wagholi/Baner	0.00	2	8,821	22
Other Projects		0.02	14	6,109	30
Total (Pune Projects)		0.90	646	7,153	383
Exente	Hosur Road	-	-	-	37
Total (Bengaluru Projects)		-		-	37
Jai-Vijay	Ville Parle (E)	-	-	-	3
Evara	Borivali (W)	-	-	-	1
Verve	Goregaon (W)	0.02	30	18,306	60
Vaayu	Dahisar (W)	0.00	2	14,723	19
К52	Khar (W)	0.00	11	38,837	7
Alora	Santacruz (E)	0.01	13	21,692	3
Total (Mumbai Projects)		0.03	55	21,098	93
Total (Pune + Bengaluru + Mumba	ai Projects)	0.93	701	7,545	513



New Sales Analysis – Q1 FY24



MIG – Little Earth, Western Avenue, Centria, Tuscan, Raaga, Exente, Mirabilis, GOV, Downtown
24K Luxury/Mumbai – Giga, Atria, Jai-Vijay, Evara, Grazio, Stargaze, Verve, Vaayu, Alora, K52
DMA

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

Priority Launches

Projects	Location	Use	Total Saleable Area (msf.)	Topline Potential	Phase I launch potential (msf)	Phase I launch potential (In Crore)	
Kiwale	Kiwale	Residential	2.50	1,400	0.80	450	
Pimple Nilakh	Pimple Nilakh	Residential	0.80	800	#0.30	#300	
Baner	Baner	Mixed Use	1.60	1,450	0.90	800	
NIBM	NIBM	Residential	1.15	900	0.58	450	
Tathawade (DMA)	Tathawade	Residential	0.80	500	0.40	250	
Wagholi	Wagholi	Residential	0.75	400	0.75	400	
Pune Total			7.60	5,450	3.73	2,650	
R1D			0.20	110	0.20	110	
R10D			0.17	100	0.17	100	
R10BC				0.28	160	0.28	160
R10E			0.20	115	0.20	115	
R13-Phase I			0.90	550	0.90	550	
R17A(Row House)			0.34	225	0.34	225	
R16 (Balance)	Hinjewadi	Residential	0.48	250	0.48	250	
R22			1.40	800	*0.73	*420	
R31/R32			0.64	430	*0.32	*215	
R5			1.50	1,000	0.75	500	
R11			0.44	290	0.44	290	
R13-Phase II			0.90	550	0.90	550	
R20			0.55	320	0.55	320	
Life Republic Total			8.00	4,900	6.26	3,805	
Golden Pebbles	Kalina		0.13	300	0.13	300	
Sukh Niwas	Khar	Desidential	0.03	110	0.03	110	
B3	Vashi	Residential	0.12	300	0.12	300	
Vishwakarmanagar	Mulund West		0.61	900	0.31	450	
Mumbai Total			0.89	1,610	0.59	1,160	
Raaga 3	Hennur Road	Residential	0.25	140	0.25	140	
Total			16.74	12,100	10.82	7,755	



FY23 - Launches Summary

Particulars	Volumes (msf)	Value (Rs. Crore)
Launched in FY23	3.05	2,120

FY24 - Launches Summary

Particulars	Volumes (msf)	Value (Rs. Crore)
Launch till date	2.73	1,985
Balance Launches	4.74	3,200
Total Planned Launched	7.47	5,185

The above information is based on management estimates and can change materially. No assurances are being made in relation to the timelines or realisation of the above planned developments.

*Launched in July 2023

Launched in August 2023

FY23 - Launches
FY24 - Launched till date
FY24 - To be launched during FY24

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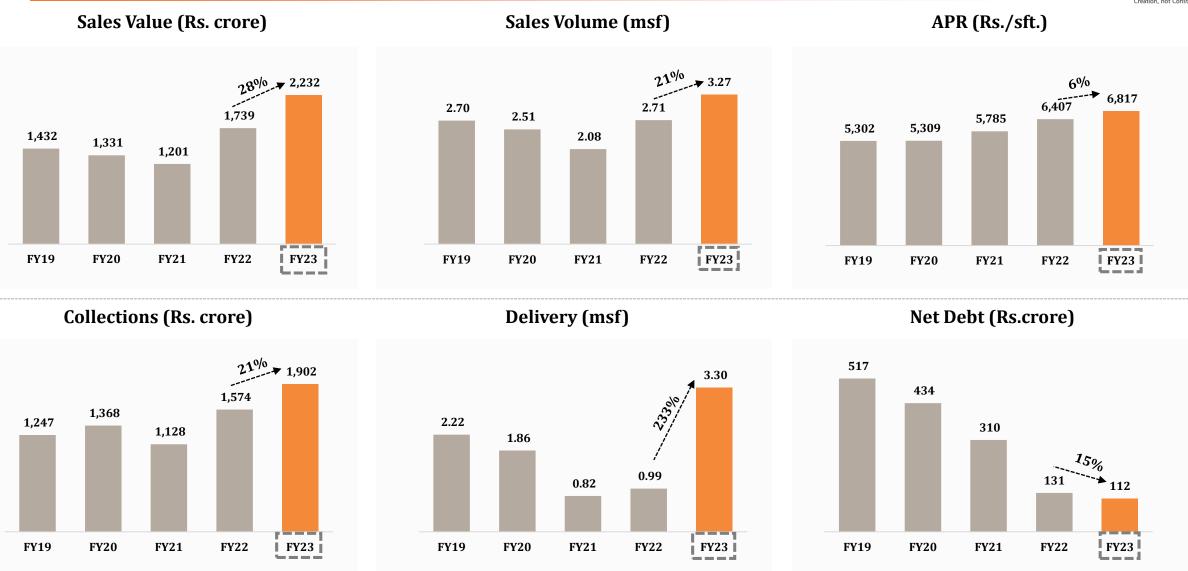
Mumbai Metropolitan Region - Expanding Footprint





Performance Highlights – Annual

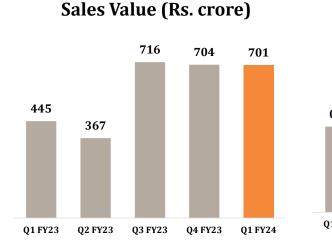


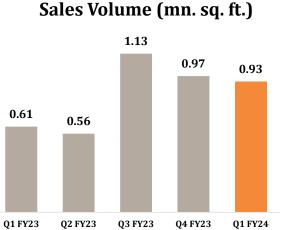


Note: Volume in million square feet is based on saleable area ; Collections include contribution from DMA projects

Performance Highlights – Quarterly

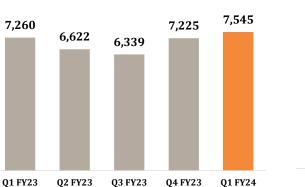




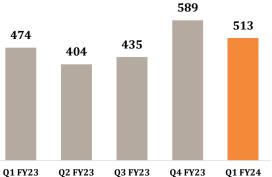




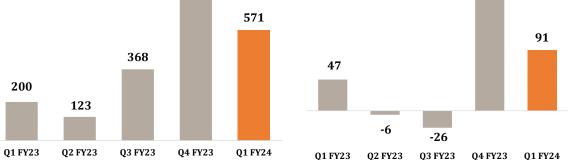
Collections (Rs. crore)



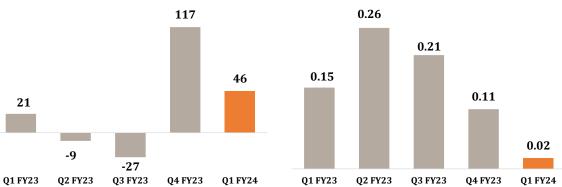




Revenue (Rs. crore) EBITDA (Rs. crore) PAT (Rs. crore) 797 173 117



Net Debt/Equity



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)	Q1 FY24 Un-Audited	FY23 Un-Audited
Opening Balance* - A	452	350
Operating Activities:		
Collections	491	1805
Construction Cost	-282	-894
Other Expenses	-91	-244
Direct & Indirect Taxes	-31	-138
Operating Cashflow – B	87	529
Financing Activities:		
Interest	-10	-40
OD/CC Movement	-113	45
OCD/CCD/Zero Coupon NCD (Redemption)/Subscription	338	-32
Dividend	0	-14
Financing Cashflow – C	215	-41
Investing Activities:		
TDR/Premium Costs/Approval Cost / New Business Development	-279	-306
JV Partner/Land Cost/PE Payout	-81	-80
Investing Cashflow – D	-360	-386
Closing Balance* (A+B+C+D)	394	452

*The inflows and outflows for associate companies are considered in the above cash flow. Accordingly, the closing balance includes Rs. 46 crore pertaining to associate companies which are not consolidated in the consolidated financial statements. Further, this also includes Rs. 9 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)	30 th June, 2023	31 st Mar, 2023
	ССМ	ССМ
Net Worth	1,094	1,046
Gross Debt	729	542
Less: OCD/CCD/OCPRS/Zero Coupon NCDs	372	73
Debt	357	468
Less: Cash & Cash Equivalents & Current Investments**	339	356
Net Debt	17	112
Net Debt/Equity	0.02	0.11

The Company has been assigned a 'CRISIL A+/Stable' rating; enhances KPDL's rating profile and highlights its focus on corporate governance

Entre A

**The Cash & Cash Equivalents & Current Investments are as per financial statements and do 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)	Q1 FY24	Q4 FY23	Q1 FY23	QoQ	YoY
Revenue from Operations	571.2	796.9	200.1	-28.3%	185.4%
EBITDA	91.2	173.4	46.9	-47.4%	94.4%
EBITDA Margin (%)	16.0%	21.8%	23.4%	-	-
Profit before tax	58.8	172.0	40.1	-65.8%	46.6%
PBT Margin	10.3%	21.6%	20.1%	-	-
Net profit/loss after tax (pre-MI)	48.0	121.3	26.0	-60.5%	84.3%
Net Profit (post-MI)	46.0	117.4	21.2	-60.9%	116.4%
PAT Margin % (post-MI)	8.0%	14.7%	10.6%	-	-



Gross Details (including partner's share)

Projects (Pune Excl. LR)	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
24K Altura (Baner)	100%	0.64	0.70		1.34
Pimple Nilakh	100%	0.30	0.50	-	0.80
Equa / Wagholi	36%	0.23	-	-	0.23
Little Earth-Kiwale	100%	0.19	1.43	-	1.62
Little Earth-Kiwale(Planet)	17%	0.12	0.33	-	0.45
Stargaze	62%	0.03	-	-	0.03
Ivy Estate	100%	0.01	-	-	0.01
Giga	100%	-	0.69	-	0.69
Wagholi	100%	-	0.75	-	0.75
NIBM	67%	-	1.15	-	1.15
Ghotawade	50%	-	-	3.2	3.20
Downtown	100%	0.01	-	1.09	1.10
Aundh	100%	-	-	1.00	1.00
Kalyani Nagar	100%	-	-	1.00	1.00
Boat Club Road	100%	-	-	0.36	0.36
Pune Total:		1.55	5.56	6.65	13.75

Total Top-Line Potential – Rs. ~10,039 crore

Projects (LR)	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
Life Republic	95%	1.99	4.39	11.65	18.03
Universe (R10), LR	49%	0.15	-	-	0.15
LR Total:		2.14	4.39	11.65	18.17

Total Top-Line Potential – Rs. ~10,896 crore

Saleable area in million square feet based on current FSI norms and subject to change; Top-line potentials are based on current estimates. *projects acquired in August'2023

Gross Details (including partner's share)

Projects (Mumbai)	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
Vaayu	100%	0.05	-	-	0.05
Sukh Niwas (K52)	100%	0.02	-	-	0.02
Golden Pebbles (Alora)	100%	0.10	-	-	0.10
Vishwakarmanagar	100%	-	0.61	-	0.61
B3, Vashi	100%	-	0.12	-	0.12
Shree Avadhoot	100%	-	-	0.38	0.38
Jal Nidhi*	100%	-	0.00	0.21	0.21
Jal Mangal Deep*	100%	-	0.00	0.27	0.27
Jumbo Darshan	100%	-	-	0.19	0.19
Mumbai Total:		0.17	0.73	1.04	1.95
Total Top-Line Potential	- Rs. ~3,814 cro	ore			

KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
100%	0.19	-	-	0.19
100%	-	0.25	-	0.25
	0.19	0.25	-	0.44
	Share 100%	Share Unsold 100% 0.19 100% -	Share Unsold Approval 100% 0.19 - 100% - 0.25	ShareUnsoldApprovalLand Bank100%0.19100%-0.25-

Total Top-Line Potential - Rs. ~323 crore

Projects (Pune+Mum.+B'luru)	Ongoing & Unsold	Under Approval	Land Bank	Total
Owned projects	4.05	10.92	19.34	34.31
DM(Tathawade)	-	0.80	-	0.80
Total Company Portfolio	4.05	11.72	19.34	35.11
Total Top-Line Potential – Rs. ~25,571 cro	е			

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Business Outlook



Sector consolidation

Formalization of the Indian real estate sector, driven by conducive legislations now in place and further accelerated by Covid-related transitions, has resulted in larger market share moving to organized, execution-focused developers such as KPDL

Strong demand

Real estate demand is being driven by relatively low inflation-adjusted home prices in many years, improved affordability and overall consumer sentiment for high quality homes

Strong growth in services and return to work in key urban centers is further supporting demand across product segments

Consolidating leading position in Pune

KPDL is leveraging its strong brand name/market position to accelerate development and launch new projects and subsequent phases of ongoing projects Expanded portfolio into high-potential micro markets while accelerating sales at the flagship Life Republic project

Diversifying geographical presence

- 13 society redevelopment projects in Mumbai - 2 completed, 5 ongoing, 6 future projects
- Mumbai and Bengaluru contribution ~30% of sales value by FY25

Operational Excellence

- Focus on faster sales, approvals, construction and collections
- Strong digital connect acting as an incremental sales channel
- Prudent investments in technology to reduce construction time

Efficient capital deployment

Continue to evaluate strategic and financial partnerships that enable us to scale our operations while diversifying the portfolio of projects with limited capital commitment

Healthy RoCE

- Successful implementation of strategy driving strong return profile with ROCE of $\sim 14\%$ (two year average)
- Looking at further scale benefits in Pune and greater Bengaluru/Mumbai contribution

New project acquisition

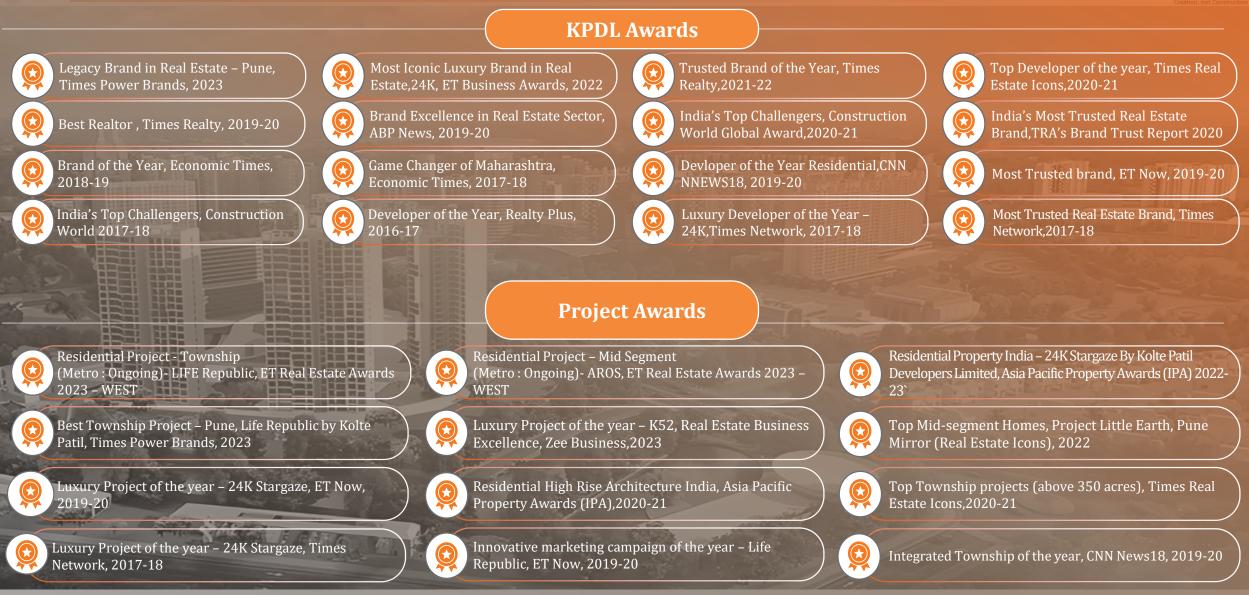
- Targeting new business development with topline potential of ~Rs.8,000 crore in FY24 across geographies through outright/structured deals and JVs/JDAs
- Created platform with Planet Smart City to develop 15,000 housing units. Now signed three projects on this platform

Priority Launches

3 cities – Pune, Mumbai & Bengaluru ~16.74 mn. sf. ft. of saleable area ~Rs. 12,100 crore. of topline potential

Awards and Recognitions - KPDL received 60+ awards in the last five years





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 timely delivery of projects. The company has developed and constructed over 58 projects including residential complexes, integrated townships, commercial complexes and IT Parks covering a saleable area of ~26 million square feet across Pune, Mumbai and Bengaluru. The Indian Green Building Council (IGBC) has certified several of the company's projects. 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 society redevelopment projects that have lower capital intensity. The company signed has thirteen projects (two completed, five on-going, six 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 has been rated 'A+ / Stable', short-term bank loan facilities as A1 and nonconvertible debentures as A+/Stable by CRISIL.

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, IL&FS, Planet Smart City and Marubeni Corporation.

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,Trusted Brand of the Year, Times Realty, 2021-22 and Residential High Rise Architecture India2021, Asia Pacific Property Awards (IPA).

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

Dipti Rajput, CFA

VP – Investor relations

Kolte-Patil Developers Ltd.

City Bay, Dhole Patil Rd, Pune - 411001

Tel: +91 7400481432| Email: Dipti.rajput@koltepatil.com

Shiv Muttoo / Smit Shah Adfactors PR, India

Tel: +91 983 355 7572 / +91 98707 89596

Email: shiv.muttoo@adfactorspr.com | smit.shah@adfactorspr.com