



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,  
1<sup>st</sup> Floor, Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400001

Date: 24 January 2024

**Sub: Q3 & 9M FY24 Financial Results Presentation of Kolte-Patil Developers Limited**

**ISIN: Equity: INE094I01018 and Debt: INE094I07049 and INE094I07064**

**Ref: NSE Symbol and Series: KOLTEPATIL and EQ  
BSE Code and Scrip Code - Equity: 9624 and 532924  
BSE Security Code and Security Name –Debt: 1. 974771 and 0KPD33  
2. 975276 and KPDL221223**

Dear Sir/Madam,

Please find enclosed herewith softcopy of “**Q3 & 9M FY24 Financial Results Presentation**” of the Company and the presentation also being posted on the company’s website: - [www.koltepatil.com](http://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

Pune Regd. Office: 2nd Floor, City Point, Dhole Patil Road, Pune 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](http://www.koltepatil.com) Email id: vinod.patil@koltepatil.com



# Kolte-Patil Developers Limited

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## Results Presentation

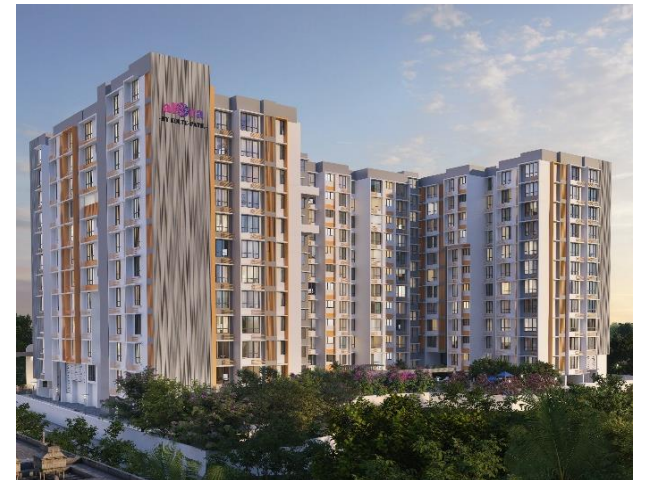
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Q3 & 9M FY24

# 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



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# Kolte-Patil Developers: At a Glance



## Leading

Residential real estate player  
in Pune

*(Awarded 'Most Reputed Brand in Pune')*

## 3 Decades

of presence being  
incorporated in 1991

## ~33.5 MSF

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

## > 26 MSF

of area delivered across Pune,  
Bengaluru and Mumbai

## ~14%

Two year average ROCE  
- Strong returns profile

## Diversifying Presence

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

## Shareholding\*

Promoters: 71.45%

Institutions: 9.59%

Others: 18.96%

\*As on 5<sup>th</sup> January 2024

## Benchmark credit-rating

Long Term Bank Loan Facilities  
A+/Positive (CRISIL)

## 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  
Rs. -32 cr.**

As on 31<sup>st</sup> December 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 (Pune, Mumbai, Bengaluru)
- 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. 24,570 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

#### Mumbai

- **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

1

**FY24 New Launches till date** – Launched five projects with saleable area ~4 msf and topline potential of Rs. 3,120 crore

**Business Development** - Acquired projects with total estimated saleable area of ~3.3 msf and topline potential of Rs. 3,995 crore

Sr. No.	Region	Saleable Area (msf)	Topline Potential (Rs. Cr.)
1	Goregaon (MMR)#	~0.48	~950
2	Mulund (MMR)	~0.60	~900
3	Vashi (MMR)	~0.12	~300
4	Dahisar (MMR)	~0.21	~325
5	Versova (MMR)	~0.09	~220
6	Wagholi, Pune	~0.70	~400
7	NIBM road, Pune	~1.10	~900

#Includes two society redevelopment projects acquired in (Goregaon West)

3

**Pre-Sales** – 9M FY24 sales value at Rs. 2,079 crore, up 36% YoY; sales volumes at 2.89 mn. sq. ft. up 26%

4

## Financial Performance

- Strong deliveries resulted in revenues of Rs. 845.1 crore during 9M FY24
- EBITDA margins stood at 6.9% for 9MFY24

5

**Net Debt** - As on 31st Dec 2023, the Company's net debt Rs.-32 crore

6

**Operating Cash Flow** - 9M FY24 operating cash flow stood at Rs. 269 crore

7

**Life Republic** – Kolte-Patil's ownership in Life Republic goes up to 100% from 95% post acquisition of 5% stake from minority holders in October 2023

8

**Partnership** - Kolte-Patil enters into second agreement with Marubeni Corporation (Japan) for Rs. 110.9 crore



# Operational Highlights – Q3 & 9M FY24

New area sales	9MFY24	9MFY23	YoY	Q3FY24	Q2FY24	Q3FY23	QoQ	YoY
Volume (million sq. ft.)	2.89	2.30	26%	0.98	0.98	1.13	-	-13%
Value (Rs. Crore)	2,079	1,528	36%	746	632	716	18%	4%
Realization (Rs./sq. ft.)	7,183	6,643	8%	7,579	6,426	6,339	18%	20%
Collections (Rs. Crore)	1,478	1,313	13%	493	472	435	4%	13%

## 9MFY24 Sales at Rs. 2,079 crore registered a growth of 36% YoY

- Achieved pre-sales volumes of 2.89 million sq. ft., registering a growth of 26% YoY
- Launched ~2.73 million sq. ft. across projects in Pune and Mumbai in 9M FY24
- Contribution from new launches to the pre-sales value is 57%
- Life Republic Township project recorded the highest-ever volumes of 1.7 million sq. ft. achieved in any nine-month period

## Highest ever quarterly pre-sales, by value, in Q3 FY24

- Pre-Sales at Rs. 746 crore, grew 18% QoQ
- Realizations improved both YoY and QoQ due to increased contribution from the '24K' premium luxury segment projects in Baner and Pimple Nilakh
- KPDL's flagship project, Life Republic Integrated Township, recorded sales volumes of 4.4 lakh sq. ft. during the quarter

# Region-wise Sales – 9M FY24

## Total Projects

Total Area Sold  
2.89 msf

Total Sales Value  
Rs. 2,079 crore

Total Collection  
Rs. 1,478 crore

## Pune

2.84 msf  
(98%)

RS. 1,979 crore  
(95%)

RS. 1,225 crore  
(83%)

## Mumbai + Bengaluru

0.05 msf  
(2%)

Rs. 100 crore  
(5%)

Rs. 253 crore  
(17%)

# Sales & Collections – Ongoing Projects – Q3 FY24

Project	Location	Area Sold (msf)	Sales Value (Rs. crore.)	APR (Rs./sft.)	Collections (Rs. crore.)
Life Republic	Hinjewadi	0.39	253	6,436	184
Universe(R10) ,LR	Hinjewadi	0.05	35	7,322	62
24K Altura	Baner	0.25	230	9,154	35
24k Manor	Pimple Nilakh	0.08	79	10,399	6
Giga Platinum	Viman nagar	-	-	-	33
Little Earth-Kiwale	Kiwale	0.06	32	4,972	43
Little Earth-Kiwale(Planet)	Kiwale	0.06	35	5,383	18
DMA	Wagholi/Baner	-	-	-	16
Equa	Wagholi	0.03	16	5,610	10
Aleria	Kharadi	0.02	11	7,047	1
Other Projects		0.02	17	6,582	30
<b>Total (Pune Projects)</b>		<b>0.96</b>	<b>708</b>	<b>7,320</b>	<b>438</b>
Verve	Goregaon (W), Mumbai	0.00	2	16,334	21
Alora	Santacruz (E), Mumbai	0.00	10	20,365	3
Vaayu	Dahisar (W), Mumbai	0.00	2	14,422	4
K52	Khar (W), Mumbai	0.01	20	36,141	15
Exente	Hosur Road, Bengaluru	0.01	4	8,237	12
<b>Total (Bengaluru + Mumbai Projects)</b>		<b>0.02</b>	<b>38</b>	<b>20,789</b>	<b>55</b>
<b>Total (Pune + Bengaluru + Mumbai Projects)</b>		<b>0.98</b>	<b>746</b>	<b>7,579</b>	<b>493</b>

# Sales & Collections – Ongoing Projects – 9M FY24

Project	Location	Area Sold (msf)	Sales Value (Rs. crore.)	APR (Rs./sft.)	Collections (Rs. crore.)
Life Republic	Hinjewadi	1.46	925	6,325	536
Universe(R10) ,LR	Hinjewadi	0.24	160	6,637	161
24K Altura	Baner	0.55	499	9,120	71
24k Manor	Pimple Nilakh	0.12	130	10,408	10
Giga Platinum	Viman nagar	-	-	-	68
Little Earth-Kiwale	Kiwale	0.16	80	4,928	98
Little Earth-Kiwale(Planet)	Kiwale	0.14	77	5,356	33
DMA	Wagholi/Baner	0.01	11	8,882	60
Equa	Wagholi	0.05	28	5,244	21
Aleria	Kharadi	0.02	11	7,047	-
Other Projects		0.09	58	6,736	167
<b>Total (Pune Projects)</b>		<b>2.84</b>	<b>1,979</b>	<b>6,946</b>	<b>1,225</b>
Verve	Goregaon (W), Mumbai	0.02	32	18,166	116
Alora	Santacruz (E), Mumbai	0.01	28	21,228	10
Vaayu	Dahisar (W), Mumbai	0.00	4	14,545	27
K52	Khar (W) , Mumbai	0.01	31	37,040	34
Exente	Hosur Road, Bengaluru	0.01	5	8,008	63
Other Projects		-	-	-	3
<b>Total (Bengaluru + Mumbai Projects)</b>		<b>0.05</b>	<b>100</b>	<b>20,657</b>	<b>253</b>
<b>Total (Pune + Bengaluru + Mumbai Projects)</b>		<b>2.89</b>	<b>2,079</b>	<b>7,183</b>	<b>1,478</b>

# New Sales Analysis - Q3 FY24

Volume  
(msf.)

0.86

0.78

0.61

0.56

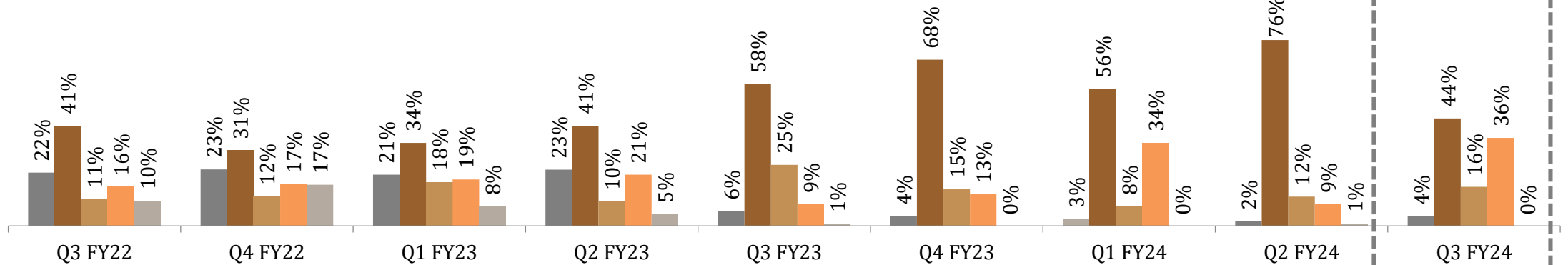
1.13

0.97

0.93

0.98

0.98



Value  
(Rs. Cr)

561

501

445

367

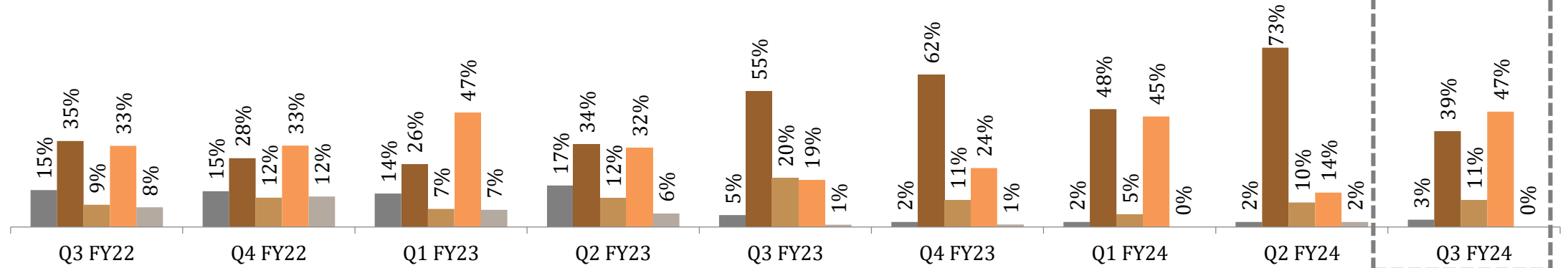
716

704

701

632

746



- Affordable - Ivy estate, Three Jewels, Crown, Equa
- Township - Life Republic
- 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, Manor, Altura
- DMA

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

# Priority Launches

Projects	Locations	Use	Total Saleable Area (msf.)	Topline Potential	FY23 Launches		FY24 Launches		FY25 Launches	
					(msf)	(INR Cr.)	(msf)	(INR Cr.)	(msf)	(INR Cr.)
Little earth	Kiwale	Residential	2.50	1,400	0.77	450	0.58	320	0.60	320
24K Manor	Pimple Nilakh	Residential	0.80	880	-	-	0.55	600	0.25	280
24K Altura	Baner	Mixed Use	1.60	1,550	-	-	1.31	1,200	0.29	350
NIBM	NIBM	Residential	1.15	900	-	-	-	-	0.46	360
Wagholi	Wagholi	Residential	0.75	400	-	-	0.75	400	-	-
Kharadi	Kharadi	Residential	1.09	1090	-	-	-	-	1.09	1,090
<b>Pune Total</b>			<b>7.89</b>	<b>6,220</b>	<b>0.77</b>	<b>450</b>	<b>3.19</b>	<b>2,520</b>	<b>2.69</b>	<b>2,400</b>
Life Republic	Hinjewadi	Residential	9.31	5,856	2.09	1,260	1.57	1,000	4.00	2,520
<b>Life Republic Total</b>			<b>9.31</b>	<b>5,856</b>	<b>2.09</b>	<b>1,260</b>	<b>3.22</b>	<b>2,076</b>	<b>4.00</b>	<b>2,520</b>
Golden Pebbles	Kalina	Residential	0.13	300	0.13	300	-	-	-	-
Sukh Niwas	Khar		0.03	110	0.03	110	-	-	-	-
B3	Vashi		0.12	300	-	-	0.12	300	-	-
Vishwakarmanagar	Mulund West		0.61	900	-	-	-	-	0.61	900
Jal Mangal Deep	Goregaon		0.21	415	-	-	-	-	0.21	415
Jal Nidhi	Goregaon		0.27	535	-	-	-	-	0.27	535
Nand Dham	Dahisar		0.21	320	-	-	-	-	0.21	320
Laxmi Ratan	Versova		0.09	220	-	-	-	-	0.09	220
<b>Mumbai Total</b>				<b>1.67</b>	<b>3,100</b>	<b>0.16</b>	<b>410</b>	<b>0.12</b>	<b>300</b>	<b>1.39</b>
Raaga 3-Hennur Road	Bengaluru	Residential	0.18	120	-	-	0.18	120	-	-
<b>Total</b>			<b>19.05</b>	<b>15,296</b>	<b>3.02</b>	<b>2,120</b>	<b>6.71</b>	<b>5,016</b>	<b>8.08</b>	<b>7,310</b>

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.

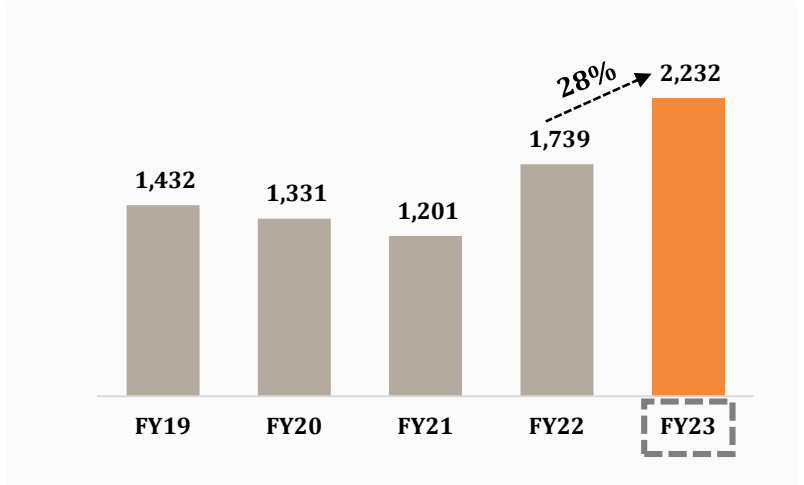
Launched in FY24- 3,120 Cr (4.01 msf)  
 Balance to be launched in FY2-1,896 Cr (2.7msf)

# Mumbai Metropolitan Region - Expanding Footprint

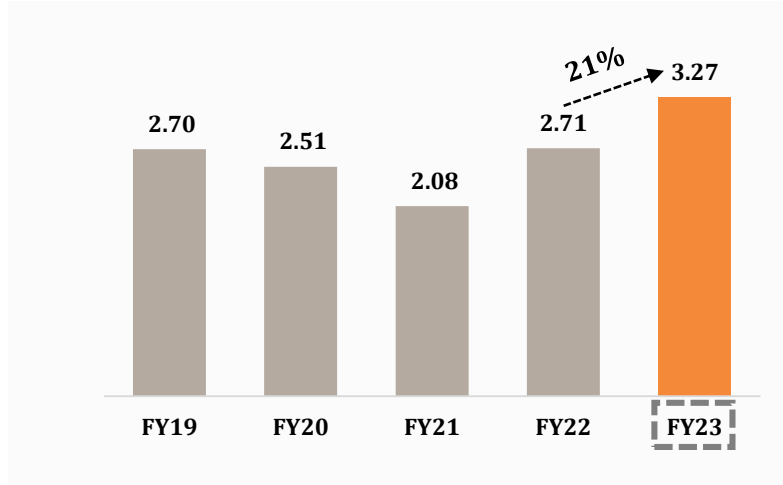


# Performance Highlights – Annual

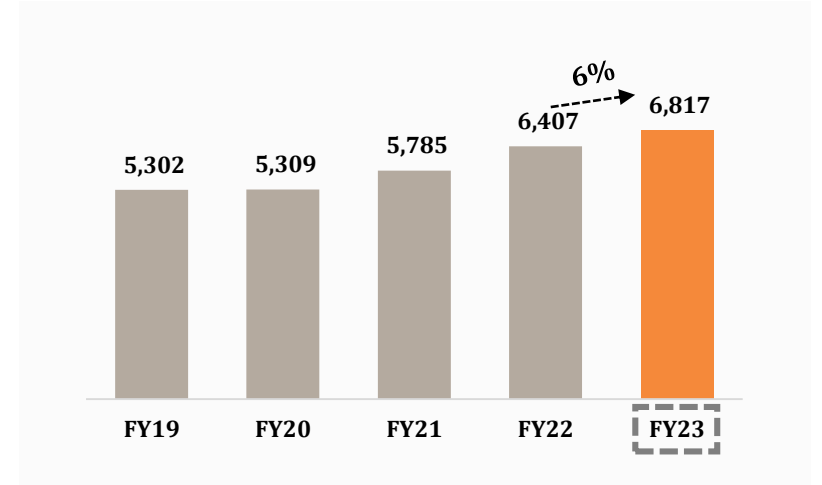
Sales Value (Rs. crore)



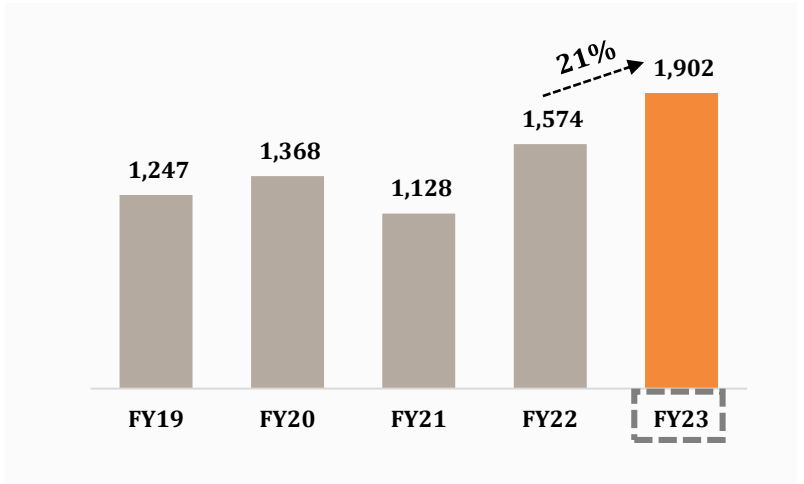
Sales Volume (msf)



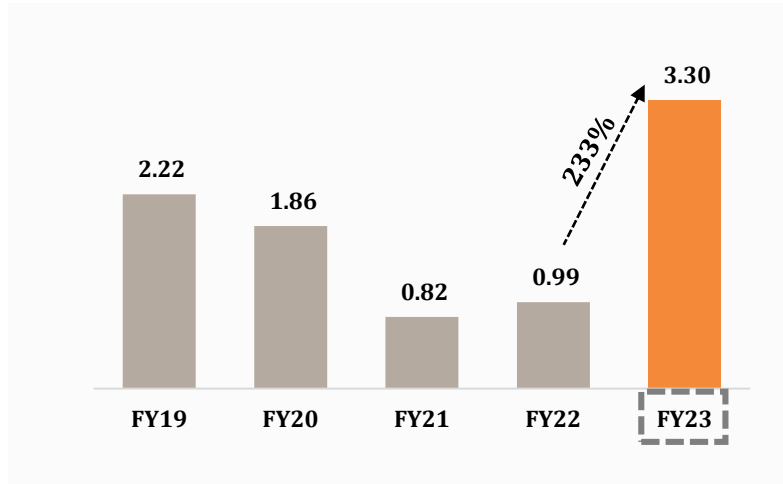
APR (Rs./sft.)



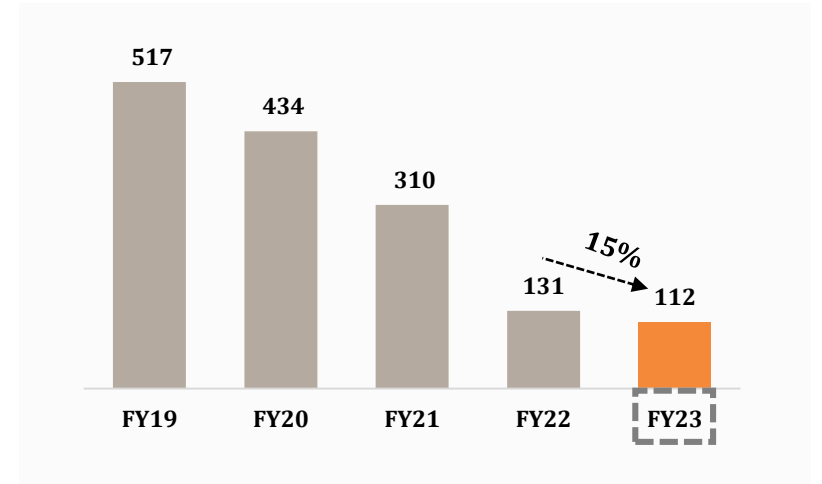
Collections (Rs. crore)



Delivery (msf)



Net Debt (Rs.crore)

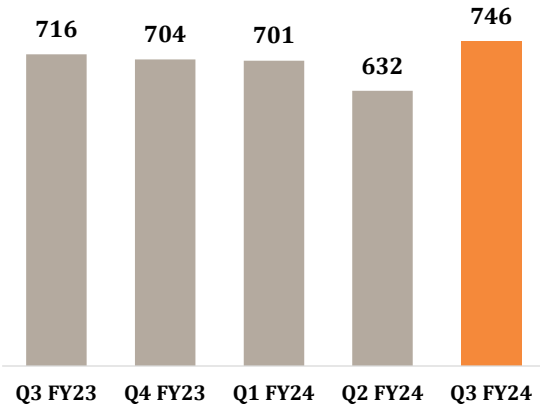


Note: Volume in million square feet is based on saleable area ; Collections include contribution from DMA projects

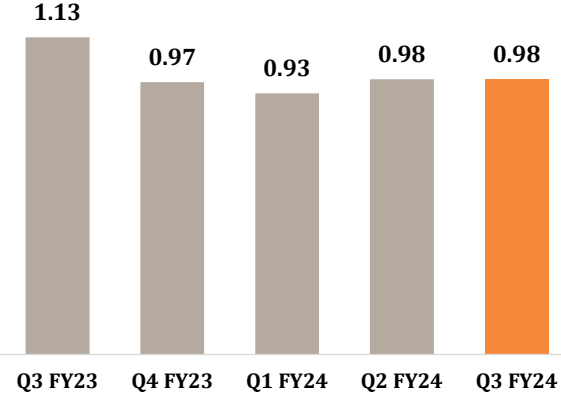


# Performance Highlights – Quarterly

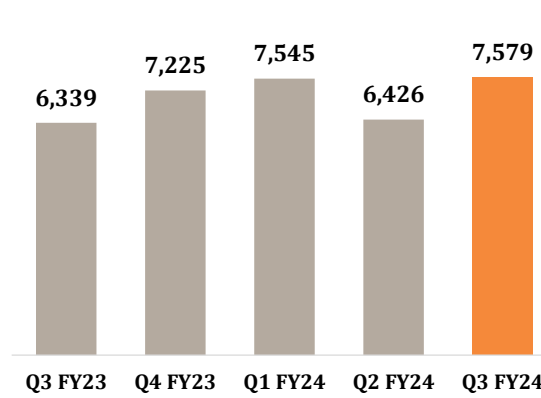
**Sales Value (Rs. crore)**



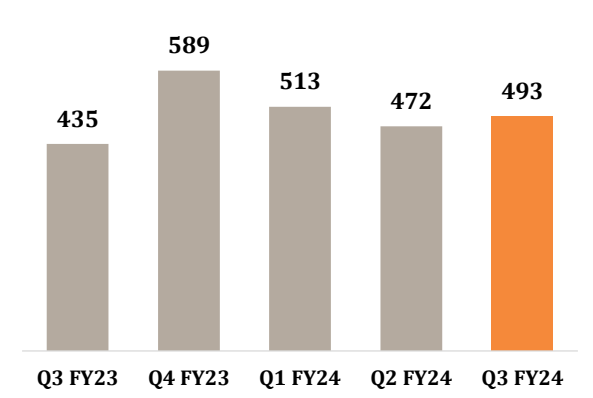
**Sales Volume (mn. sq. ft.)**



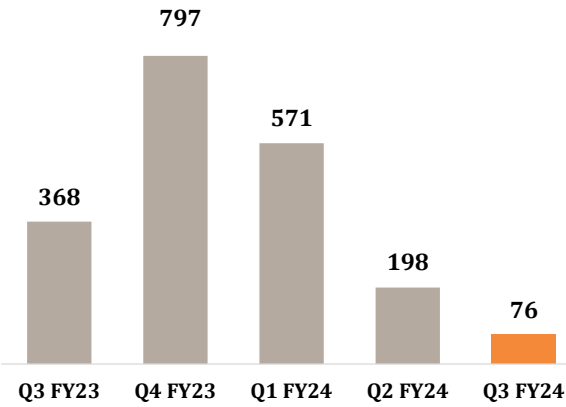
**APR (Rs./sft.)**



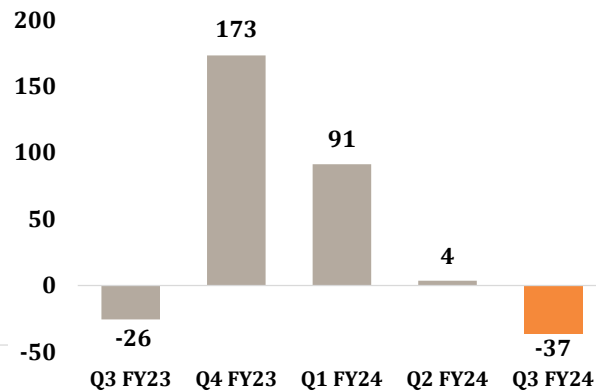
**Collections (Rs. crore)**



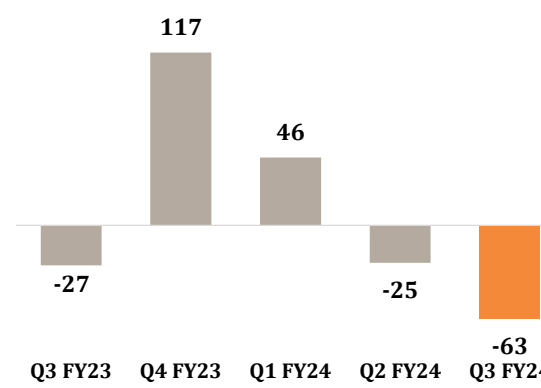
**Revenue (Rs. crore)**



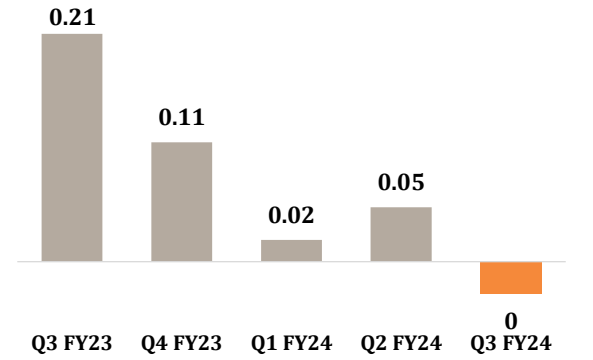
**EBITDA (Rs. crore)**



**PAT (Rs. crore)**



**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)	Q3 FY24 (Un-Audited)	9M FY24 (Un-Audited)
<b>Opening Balance* - A</b>	<b>423</b>	<b>452</b>
<b>Operating Activities:</b>		
Collections	476	1,418
Construction Cost	-270	-772
Other Expenses	-79	-253
Direct & Indirect Taxes	-41	-124
<b>Operating Cashflow - B</b>	<b>86</b>	<b>269</b>
<b>Financing Activities:</b>		
Interest	-13	-33
OD/CC Movement	57	-21
OCD/CCD/Zero Coupon NCD (Redemption)/Subscription	92	425
Dividend	-	-29
<b>Financing Cashflow - C</b>	<b>136</b>	<b>342</b>
<b>Investing Activities:</b>		
TDR/Premium Costs/Approval Cost / New Business Development	-55	-370
JV Partner/Land Cost/PE Payout	-27	-130
<b>Investing Cashflow - D</b>	<b>-82</b>	<b>-500</b>
<b>Closing Balance* (A+B+C+D)</b>	<b>563</b>	<b>563</b>

\*The inflows and outflows for associate companies are considered in the above cash flow. Accordingly, the closing balance includes Rs. 77 crore pertaining to associate companies which are not consolidated in the consolidated financial statements. Further, this also includes Rs. 7 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 <sup>st</sup> December 2023	30 <sup>th</sup> September, 2023	31 <sup>st</sup> March, 2023
	CCM	CCM	CCM
Net Worth	941	1,038	1,046
Gross Debt	1,035	876	542
Less: OCD/CCD/OCPRS/Zero Coupon NCDs	589	484	73
Debt	446	392	468
Less: Cash & Cash Equivalents & Current Investments**	478	343	356
Net Debt	-32	49	112
Net Debt/Equity	0.00	0.05	0.11

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

\*\*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)	Q3 FY24	Q2 FY24	Q3 FY23	9M FY24	9M FY23	YoY
Revenue from Operations	75.8	198.2	368.1	845.1	691.5	22.2%
EBITDA	-36.7	3.5	-25.5	58.0	15.8	265.9%
EBITDA Margin (%)	-48.4%	1.8%	-6.9%	6.9%	2.3%	-
Profit before tax	-63.7	-14.7	-36.8	-19.6	-2.3	-
PBT Margin	-84.1%	-7.4%	-10.0%	-2.3%	-0.3%	-
Net profit/loss after tax (pre-MI)	-63.0	-26.2	-27.0	-41.3	-7.9	-
Net Profit (post-MI)	-62.9	-25.3	-25.8	-42.2	-13.4	-
PAT Margin % (post-MI)	-83.0%	-12.8%	-7.0%	-5.0%	-1.9%	-

# KPDL Project Portfolio - 31.12.23

## Gross Details (including partner's share)

Projects (Pune Excl. LR)	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
24K Altura (Baner)	100%	0.66	0.29	-	0.94
Pimple Nilakh	100%	0.47	0.25	-	0.72
Equa / Wagholi	36%	0.12	-	-	0.12
Little Earth-Kiwale	100%	0.70	0.86	-	1.55
Little Earth-Kiwale(Planet)	17%	0.06	0.33	-	0.40
Stargaze	62%	0.01	-	-	0.01
Ivy Estate	100%	0.02	-	-	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
<b>Pune Total:</b>		<b>2.04</b>	<b>5.41</b>	<b>5.56</b>	<b>13.01</b>

**Total Top-Line Potential - Rs. ~9,680 crore**

Projects (LR)	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
Life Republic	100%*	1.10	4.39	11.55	17.04
Universe (R10), LR	49%	0.06	-	-	0.06
<b>LR Total:</b>		<b>1.16</b>	<b>4.39</b>	<b>11.55</b>	<b>17.10</b>

**Total Top-Line Potential - Rs. ~10,600 crore**

Saleable area in million square feet based on current FSI norms and subject to change;

Top-line potentials are based on current estimates.

\*With effect from Oct 2023

## Gross Details (including partner's share)

Projects (Mumbai)	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
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
Jal Nidhi	100%	-	-	0.21	0.21
Jal Mangal Deep	100%	-	-	0.27	0.27
Nand Dham	100%	-	-	0.21	0.21
Laxmi Ratan	100%	-	-	0.09	0.09
Shree Avadhoot	100%	-	-	0.38	0.38
Jumbo Darshan	100%	-	-	0.19	0.19
<b>Mumbai Total:</b>		<b>0.12</b>	<b>0.73</b>	<b>1.34</b>	<b>2.19</b>

**Total Top-Line Potential - Rs. ~3,950 crore**

Projects (Bengaluru)	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
24K Grazio	100%	0.21	-	-	0.21
Raaga	100%	-	0.18	-	0.18
<b>Bengaluru Total:</b>		<b>0.21</b>	<b>0.18</b>	<b>-</b>	<b>0.39</b>

**Total Top-Line Potential - Rs. ~340 crore**

Projects (Pune+Mum.+B'luru)	Ongoing & Unsold	Under Approval	Land Bank	Total
Owned projects	3.52	10.71	18.45	32.69
DM(Tathawade)	-	0.80	-	0.80
<b>Total Company Portfolio</b>	<b>3.53</b>	<b>11.51</b>	<b>18.45</b>	<b>33.49</b>

**Total Top-Line Potential - Rs. ~24,570 crore**

## 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

## Diversifying geographical presence

- 15 society redevelopment projects in Mumbai - 2 completed, 5 ongoing, 8 future projects
- Mumbai and Bengaluru contribution - ~30% of sales value by FY25

## 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

## 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

## 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

## Healthy RoCE

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

## 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

## 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
- ~14.79 mn. sf. ft. of saleable area
- ~Rs. 12,300 crore. of topline potential

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

## KPDL Awards

- Legacy Brand in Real Estate – Pune, Times Power Brands, 2023
- Best Realtor , Times Realty, 2019-20
- Brand of the Year, Economic Times, 2018-19
- India's Top Challengers, Construction World 2017-18
- Most Iconic Luxury Brand in Real Estate, 24K, ET Business Awards, 2022
- Brand Excellence in Real Estate Sector, ABP News, 2019-20
- Game Changer of Maharashtra, Economic Times, 2017-18
- Developer of the Year, Realty Plus, 2016-17
- Trusted Brand of the Year, Times Realty, 2021-22
- India's Top Challengers, Construction World Global Award, 2020-21
- Devloper of the Year Residential, CNN NNEWS18, 2019-20
- Luxury Developer of the Year – 24K, Times Network, 2017-18
- Top Developer of the year, Times Real Estate Icons, 2020-21
- India's Most Trusted Real Estate Brand, TRA's Brand Trust Report 2020
- Most Trusted brand, ET Now, 2019-20
- Most Trusted Real Estate Brand, Times Network, 2017-18

## Project Awards

- Residential Project - Township (Metro : Ongoing)- LIFE Republic, ET Real Estate Awards 2023 – WEST
- Best Township Project – Pune, Life Republic by Kolte Patil, Times Power Brands, 2023
- Luxury Project of the year – 24K Stargaze, ET Now, 2019-20
- Luxury Project of the year – 24K Stargaze, Times Network, 2017-18
- Residential Project – Mid Segment (Metro : Ongoing)- AROS, ET Real Estate Awards 2023 – WEST
- Luxury Project of the year – K52, Real Estate Business Excellence, Zee Business, 2023
- Residential High Rise Architecture India, Asia Pacific Property Awards (IPA), 2020-21
- Innovative marketing campaign of the year – Life Republic, ET Now, 2019-20
- Residential Property India – 24K Stargaze By Kolte Patil Developers Limited, Asia Pacific Property Awards (IPA) 2022-23`
- Top Mid-segment Homes, Project Little Earth, Pune Mirror (Real Estate Icons), 2022
- Top Township projects (above 350 acres), Times Real Estate Icons, 2020-21
- Integrated Township of the year, CNN News18, 2019-20

# 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 has signed 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+/Positive', short-term bank loan facilities as A1 and nonconvertible debentures as A+/Positive 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 India 2021, Asia Pacific Property Awards (IPA).

For more details on Kolte-Patil Developers Ltd., visit [www.koltepatil.com](http://www.koltepatil.com)

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