



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: 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.

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
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Kolte-Patil Developers Limited

Results Presentation

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

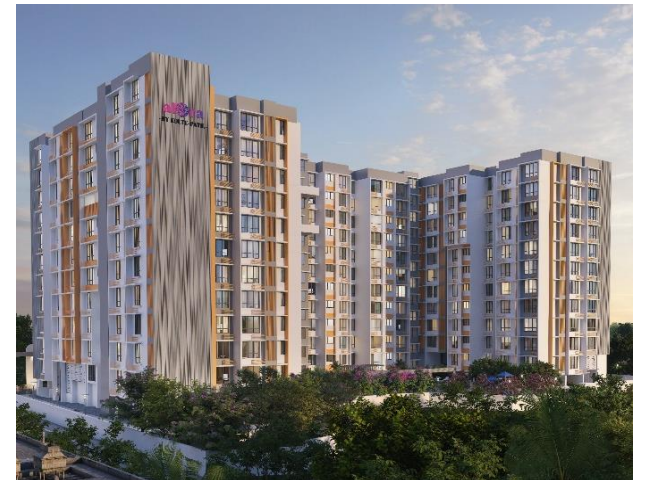


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**About Kolte-Patil
Developers Ltd.**

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 5th 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 31st 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 |
| Total (Pune Projects) | | 0.96 | 708 | 7,320 | 438 |
| 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 |
| Total (Bengaluru + Mumbai Projects) | | 0.02 | 38 | 20,789 | 55 |
| Total (Pune + Bengaluru + Mumbai Projects) | | 0.98 | 746 | 7,579 | 493 |

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 |
| Total (Pune Projects) | | 2.84 | 1,979 | 6,946 | 1,225 |
| 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 |
| Total (Bengaluru + Mumbai Projects) | | 0.05 | 100 | 20,657 | 253 |
| Total (Pune + Bengaluru + Mumbai Projects) | | 2.89 | 2,079 | 7,183 | 1,478 |

New Sales Analysis - Q3 FY24

Volume
(msf.)

0.86

0.78

0.61

0.56

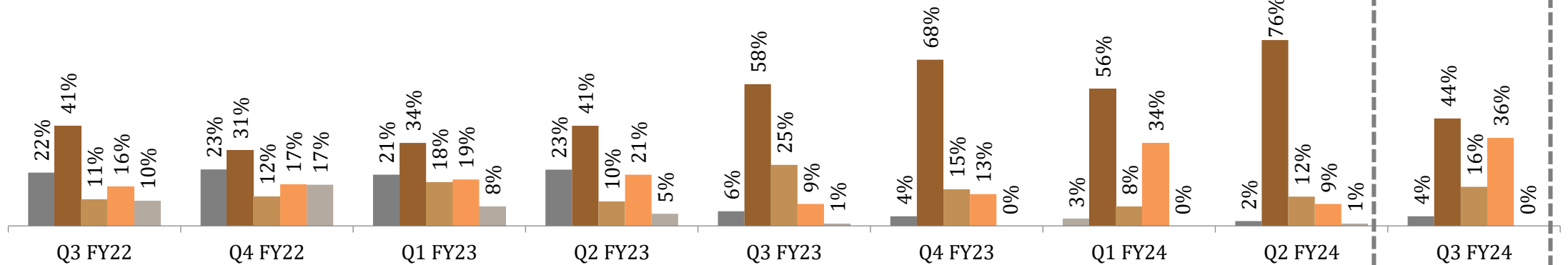
1.13

0.97

0.93

0.98

0.98



Value
(Rs. Cr)

561

501

445

367

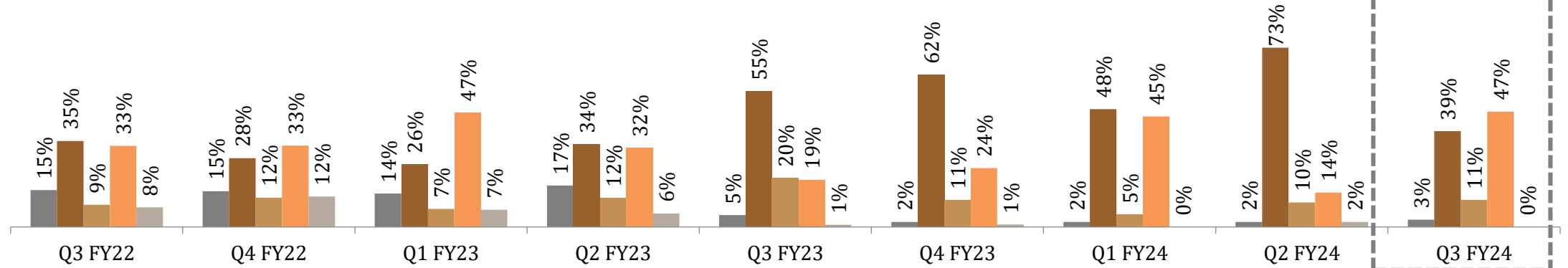
716

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 |
| Pune Total | | | 7.89 | 6,220 | 0.77 | 450 | 3.19 | 2,520 | 2.69 | 2,400 |
| Life Republic | Hinjewadi | Residential | 9.31 | 5,856 | 2.09 | 1,260 | 1.57 | 1,000 | 4.00 | 2,520 |
| Life Republic Total | | | 9.31 | 5,856 | 2.09 | 1,260 | 3.22 | 2,076 | 4.00 | 2,520 |
| 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 |
| Mumbai Total | | | | 1.67 | 3,100 | 0.16 | 410 | 0.12 | 300 | 1.39 |
| Raaga 3-Hennur Road | Bengaluru | Residential | 0.18 | 120 | - | - | 0.18 | 120 | - | - |
| Total | | | 19.05 | 15,296 | 3.02 | 2,120 | 6.71 | 5,016 | 8.08 | 7,310 |

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.

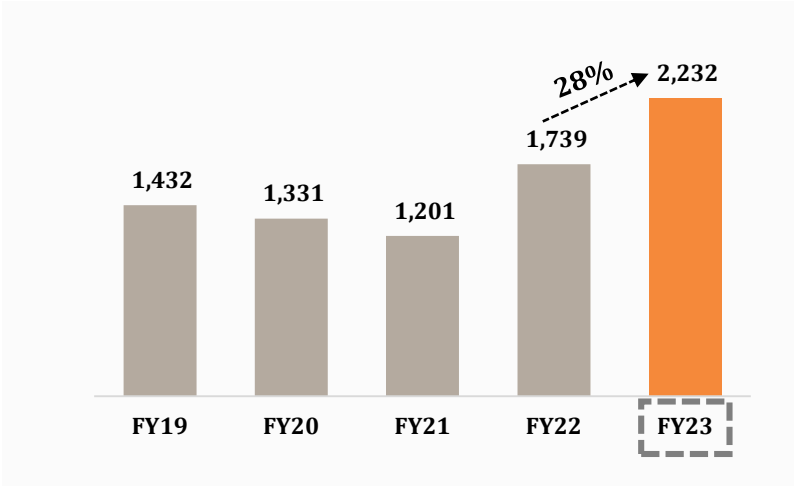
Launched in FY24- 3,120 Cr (4.01 msf)
 Balance to be launched in FY2-1,896 Cr (2.7msf)

Mumbai Metropolitan Region - Expanding Footprint

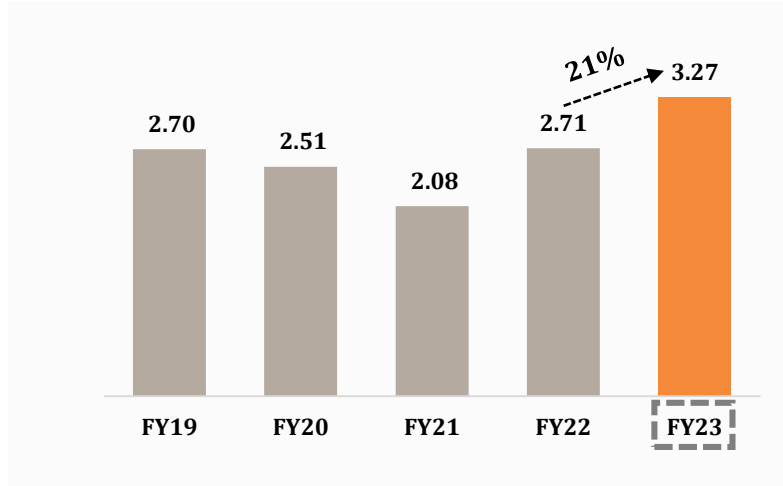


Performance Highlights – Annual

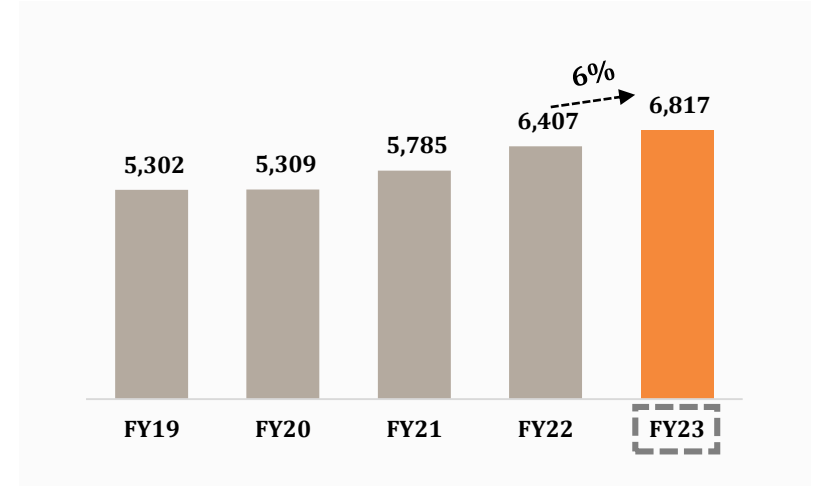
Sales Value (Rs. crore)



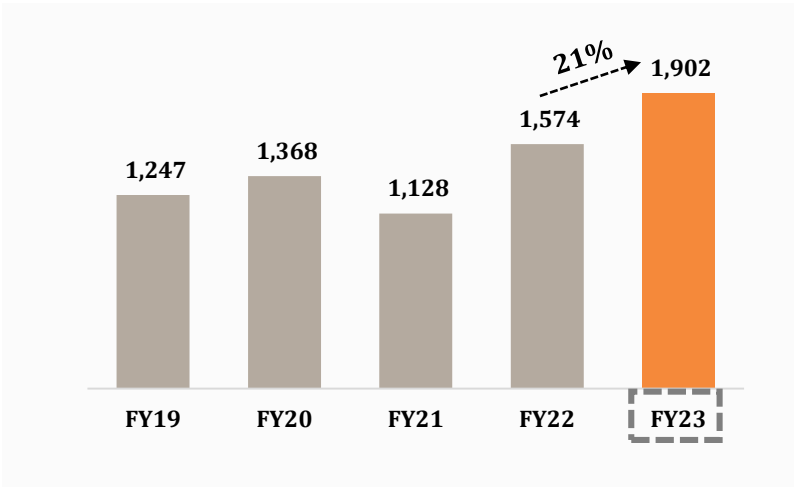
Sales Volume (msf)



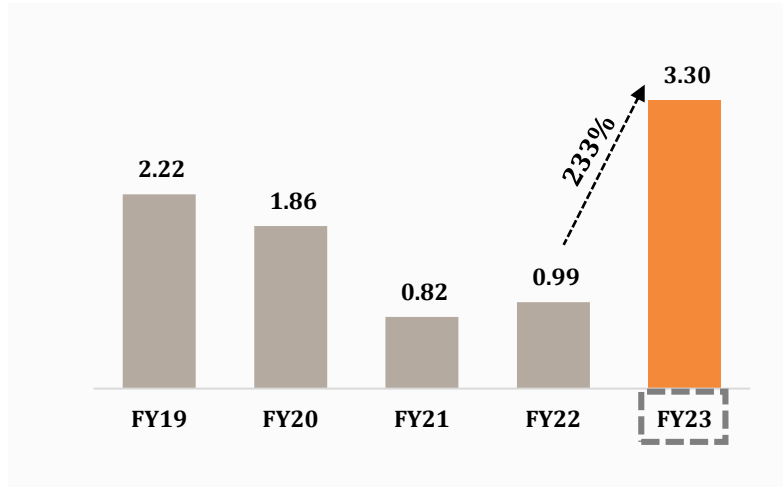
APR (Rs./sft.)



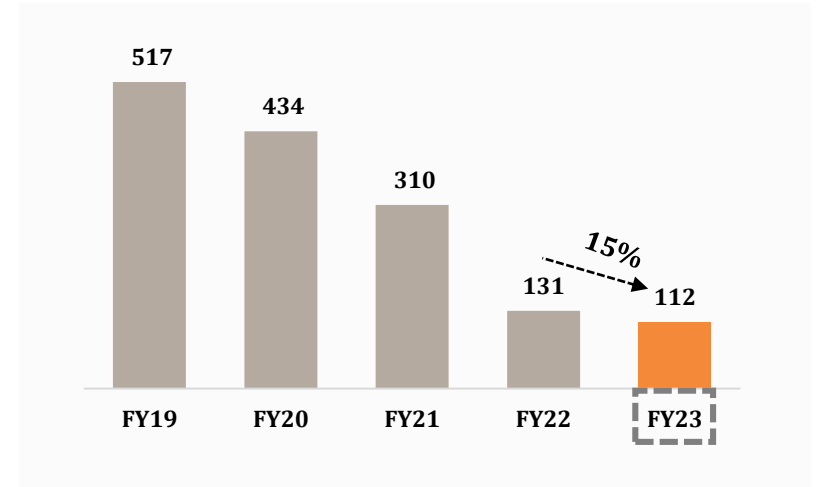
Collections (Rs. crore)



Delivery (msf)



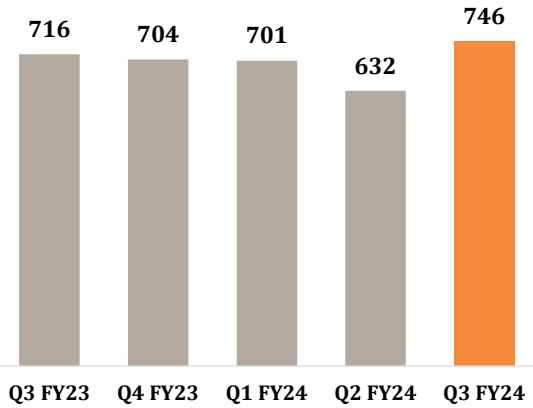
Net Debt (Rs.crore)



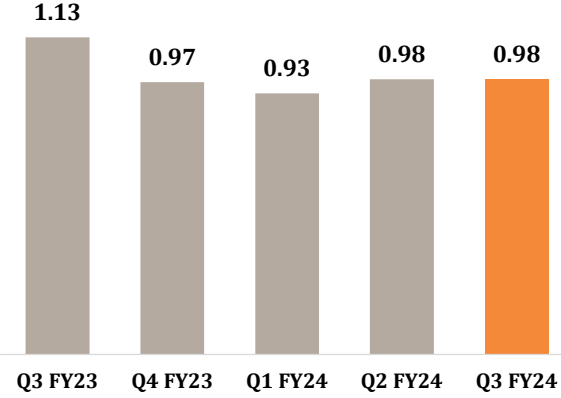
Note: Volume in million square feet is based on saleable area ; Collections include contribution from DMA projects

Performance Highlights – Quarterly

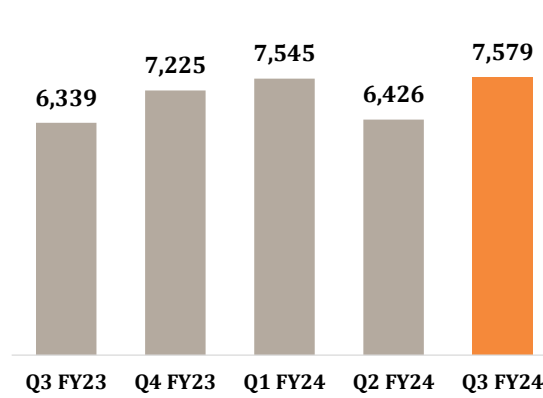
Sales Value (Rs. crore)



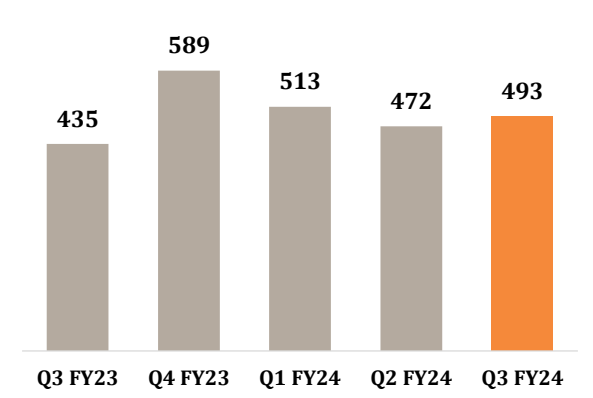
Sales Volume (mn. sq. ft.)



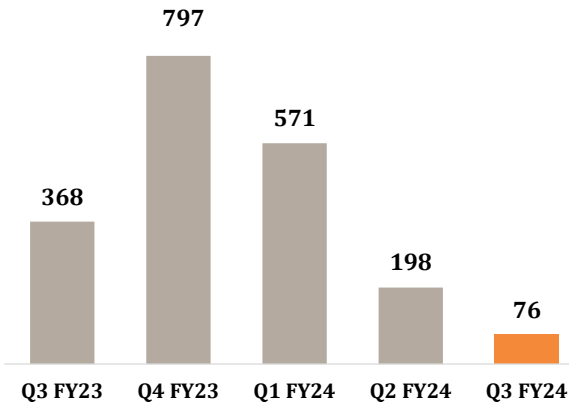
APR (Rs./sft.)



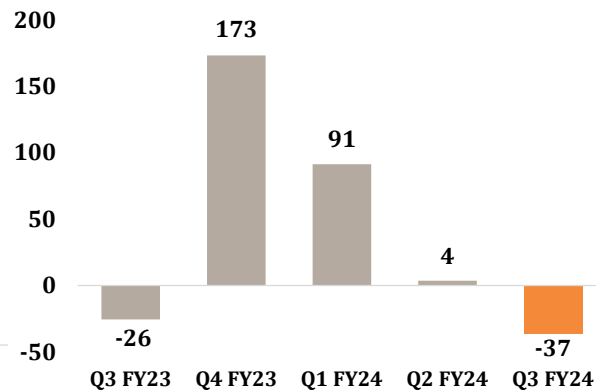
Collections (Rs. crore)



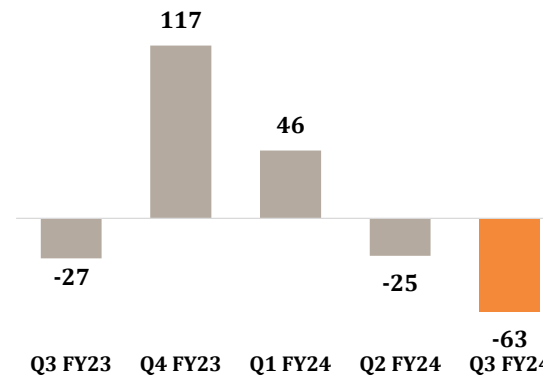
Revenue (Rs. crore)



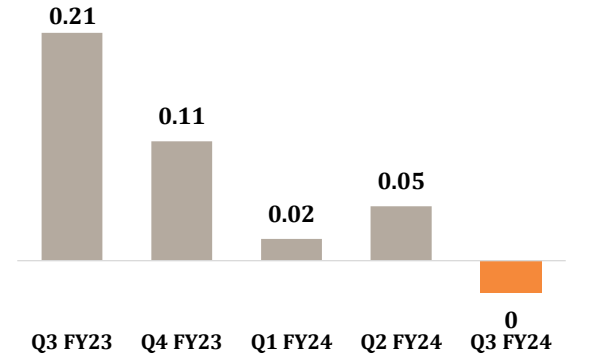
EBITDA (Rs. crore)



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

*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 st December 2023 | 30 th September, 2023 | 31 st 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 |
| Pune Total: | | 2.04 | 5.41 | 5.56 | 13.01 |

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 |
| LR Total: | | 1.16 | 4.39 | 11.55 | 17.10 |

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 |
| Mumbai Total: | | 0.12 | 0.73 | 1.34 | 2.19 |

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 |
| Bengaluru Total: | | 0.21 | 0.18 | - | 0.39 |

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 |
| Total Company Portfolio | 3.53 | 11.51 | 18.45 | 33.49 |

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

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

- 15 society redevelopment projects in Mumbai - 2 completed, 5 ongoing, 8 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

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

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 ~14% (two year average)
- Looking at further scale benefits in Pune and greater Bengaluru/Mumbai contribution

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

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