



Kolte-Patil Developers Ltd. FY2014 Financial Results

New Sales Bookings of 2.1 msf. worth Rs. 1,150 crore

Revenues up 5% to Rs. 764 crore

Margins expand 250 bps

Total Dividend of Rs. 3.1/share in FY14

Pune, 20th May, 2014: Kolte-Patil Developers Ltd. (BSE: 532924, NSE: KOLTEPATIL), a leading Pune-based real estate company announced its results for the fourth quarter and year ended 31st March, 2014.

Financial Highlights

Net revenues for FY14 stood at Rs. 764 crore, up 5% YoY as compared to Rs. 727.5 crore in FY13. EBITDA was higher by 15% YoY at Rs. 220 crore with margins improving 250 bps YoY. PAT for FY14 stood at Rs. 92 crore. EPS for FY14 stood at Rs. 12.14 as compared to Rs. 14.18 recorded in FY13.

The Board of Director's have recommended a final dividend of Rs. 1.6 per share taking the total dividend for FY14 to Rs. 3.1 per share, amounting to a payout of 25% at the upper end of the Company's stated policy.

For the three months ended 31st March 2014, net revenues stood at Rs. 171 crore, EBITDA was at Rs. 40 crore while PAT stood at Rs. 13 crore. EPS for Q4 FY14 stood at Rs. 1.72.



Operational Highlights – FY14

- The Company recorded new sales bookings of 2.1 msf. in FY14 as compared to 2.6 msf. in FY13 largely on account of delay in receiving timely approvals
- The value of area sold stood at Rs. 1,150 crore in FY14 as compared to Rs. 1,250 in FY13
- The average sales price realization stood at Rs. 5,412 per sq. ft. in FY14 as compared to Rs. 4,735 per sq. ft. in FY13

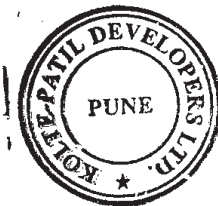
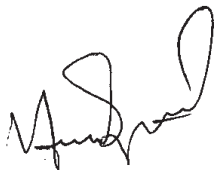
Operational Highlights – Q4 FY14

- The Company recorded new sales bookings of 0.79 msf. in Q4 FY14 as compared to 0.44 msf. in Q3 FY14 and 0.48 msf. in Q4 FY13
- The value of area sold stood at Rs. 423 crore in Q4 FY14 as compared to Rs. 253 crore in Q3 FY14 and Rs. 280 crore in Q4 FY13
- The average sales price realization stood at Rs. 5,374 per sq. ft. in Q4 FY14 as compared to Rs. 5,730 per sq. ft. in Q3 FY14 and Rs. 5,833 per sq. ft. in Q4 FY13

Mr. Sujay Kalele, Group CEO, Kolte-Patil Developers Ltd. said, *"This has been a landmark year for the Company as we successfully completed the delivery of 10 msf. of construction. We have also had an encouraging Mumbai foray winning three projects at prime locations.*

Further, we made investments in replenishing city limit land parcels in Pune and closed two land deals at attractive terms, while maintaining the strength of our balance sheet.

On the operational front, we have registered new sales volumes of over 2.1 msf. in FY14, despite approval delays. With the improvement in the regulatory environment, we saw traction in sales bookings in Q4, recording 0.79 msf. of new area sales. With a healthy mix of township and non-township projects in our launch pipeline, in high growth markets, we are entering into our next phase of growth."



About Kolte-Patil Developers Limited:

Kolte-Patil Developers Ltd. (BSE: 532924, NSE: KOLTEPATIL) is a leading Pune-based real estate company incorporated in 1991. Kolte-Patil is a well-reputed, trusted name with a reputation for high quality standards, design uniqueness, transparency and the delivery of projects in a timely manner. The company has developed and constructed 48 projects including 35 residential complexes, 9 commercial complexes, and 4 information technology parks covering a saleable area (KPD share) of over 10 million square feet across Pune and Bengaluru.

Consolidating its leadership position in the Pune real estate market, the Company is expanding in the high demand Bengaluru market, leveraging 19 years of presence in this market. The company has also recently forayed into the Mumbai market where the market entry focus is on low risk society re-development projects. For more details on Kolte-Patil Developers Ltd., visit www.koltepatil.com

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