



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: 19 April 2022

**Sub: Operational update for Q4 and FY22**

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

Dear Sir/Madam,

Please find attached herewith Operational update for Q4 and FY22.

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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## Kolte-Patil Developers Limited – Operational Update for Q4 and FY22

**Highest Ever Sales Value of Rs. 1,739 crore recorded in FY22, up 45% YoY**

**Highest Ever Mumbai Sales Value of Rs. 450 crore in FY22, up 150% YoY**

**Highest Ever Collections of Rs. 1,574 crore in FY22, up 40% YoY**

**Highest Ever Quarterly Collections of Rs. 500 crore in Q4 FY22, UP 13% YoY**

**Second consecutive quarter with Sales Value of over Rs. 500 crore**

**Pune, April 19, 2022:** Kolte-Patil Developers Limited (BSE: 532924, NSE: KOLTEPATIL; KPDL), a leading Pune based real estate player with growing presence in Mumbai and Bengaluru, has announced key updates on its real estate operations during the quarter and year ended 31<sup>st</sup> March 2022.

New area sales	Q4FY22	Q3FY22	QoQ	Q4FY21	YoY	FY22	FY21	YoY
Volume (million sq. ft.)	0.78	0.86	-9%	0.85	-8%	2.71	2.08	30%
Value (Rs. crore)	501	561	-11%	511	-2%	1,739	1,201	45%
Realization (Rs./sq. ft.)	6,418	6,489	-1%	5,988	7%	6,407	5,785	11%
Collections (Rs. crore)	500	421	19%	442	13%	1,574	1,128	40%

New area sales	H2FY22	H1FY22	HoH	H2FY21	YoY
Volume (million sq. ft.)	1.64	1.07	53%	1.41	16%
Value (Rs. crore)	1,062	677	57%	842	26%
Realization (Rs./sq. ft.)	6,470	6,312	3%	5,977	8%
Collections (Rs. crore)	921	653	41%	823	12%

*Collections include contribution from DMA projects*



- Achieved Sales Value of Rs. 1,739 crore in FY22, up 45% YoY, which is by far the highest ever recorded by the Company
  - Strong improvement in H2 FY22 over H1 FY22, in terms of both volume and value
  - Mumbai portfolio has reported a sales value of ~Rs. 450 crore as against Rs. 180 crore in FY21
- Sales Volumes of 2.71 million sq. ft. in FY22 saw significant uptick compared to FY21 (2.08 million sq. ft.) and FY20 (2.51 million sq. ft.)
- Substantial improvement in APR during FY22, driven by firm realizations in project sales across Pune and Bengaluru markets as well as 26% contribution to Sales Value from Mumbai.
- Contribution from projects outside Pune closed at 32% of Sales Value, allowing further business diversification in line with the strategic plan
- Collections were the highest ever in the Company's three-decade history for both Q4 FY22 and FY22
  - Strong focus on sales, registrations, construction and CRM has enabled this strong performance in collections
- Strong collections and low debt have resulted in healthy operating cash flows in FY22
- During the quarter, the Company has been assigned a long-term rating of 'ICRA A+/Positive'. This along with the existing 'CRISIL A+/Stable' rating further enhances KPDL's rating profile and highlights its focus on corporate governance.

**Commenting on the update, Mr. Rahul Talele, Group CEO, Kolte-Patil Developers Limited said,**

*"FY22 has been a landmark year for KPDL with the Company hitting several milestones. We have ended the year on a strong note with Q4 FY22 being second consecutive quarter with sales value of over Rs. 500 crore. The second half of the year has been particularly encouraging, with expanding demand traction driven by growing interest in our projects from customers. This has allowed us to achieve our best ever sales performance by value in the three-decade history of KPDL with FY22 sales value at Rs. 1,739 crore, up 45% YoY.*

*We are happy to announce Mumbai portfolio has reported its best ever performance with a sales value of ~Rs. 450 crore as against Rs. 180 crore in FY21. All three new projects launched over the last year – Evara, Verve and Vaayu have been received exceedingly well by customers. Mumbai region is shaping up well, and will continue to get stronger in the coming years with increased launches and business development activity.*

*Additionally, two significant milestones were in terms of collections. KPDL recorded its best ever collections, highest in the Company's three-decade history in FY22 and Q4 FY22. We are happy to share that during FY22, based on further improvement in liquidity in our business operations, there has been a reduction of net debt. This is the third consecutive year of net debt reduction at KPDL. Given our collections growth and lower interest outgo, we have delivered strong operating cash flows in FY22.*

*We have continued to execute efficiently on the virtuous process of sales, collections and deliveries to expand the visibility of the Kolte-Patil brand in targeted markets while creating a strong platform for*



ongoing growth in the coming years. Going forward, we are set to expand our portfolio of projects with several launches lined up across a range of micro markets in Pune, Mumbai and Bengaluru. We are also lining up additional visibility based on our judicious evaluation of new business development proposals to enhance our longer-term business prospects and deliver value for all stakeholders. We are set to scale up faster while maintaining our financial discipline.”

### **About Kolte-Patil Developers Limited**

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 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. 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 re-development projects that have lower capital-intensity. The company signed ten projects (two completed, three recently launched, 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, one of the highest rating accorded by CRISIL to any publicly listed residential real estate player in India. In addition, the Company is also rated 'ICRA A+/Positive' by ICRA.

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, 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).

### **For further information, please contact:**

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