



Kolte-Patil Developers Ltd. FY2015 Financial Results

Sales bookings up 34% YoY at 2.9 msf.

Sales value up 46% YoY to Rs. 1,677 crore

Revenue at Rs. 697 crore and PAT at Rs. 65 crore

Declares dividend of Rs. 2.0/share

Pune, 26th May, 2015: Kolte-Patil Developers Ltd. (BSE: 532924, NSE: KOLTEPATIL), a leading Pune-based real estate player announced its results for the fourth quarter and year ended 31st March, 2015.

Operational Highlights – Q4 FY15

- The Company recorded new sales bookings of 1.00 msf. in Q4 FY15 up 28% YoY against 0.79 msf. in Q4 FY14
- The value of area sold stood at Rs. 600 crore in Q4 FY15 up 42% YoY as compared to Rs. 423 crore in Q4 FY14
- The average sales price realization stood at Rs. 5,976 per sq. ft. in Q4 FY15 as compared to Rs. 5,374 per sq. ft. in Q4 FY14, higher by 11% YoY
- Collections stood at Rs. 244 crore

Operational Highlights – FY15

- The Company recorded new sales bookings of 2.9 msf. in FY15, up 34% YoY against 2.1 msf. in FY14
- The value of area sold stood at Rs. 1,677 crore in FY15, up 46% YoY as compared to Rs. 1,150 crore in FY14
- The average sales price realization stood at Rs. 5,871 per sq. ft. in FY15 as compared to Rs. 5,412 per sq. ft. in FY14, higher by 8% YoY
- Collections stood at Rs. 896 crore

Financial Highlights – Q4 FY15

- Revenues were down 6% YoY to Rs. 161 crore
- EBITDA was up 21% YoY to Rs. 48 crore; margins expand 660 bps YoY to 29.8%
- PAT (post minority interest) was up 5% YoY to Rs. 14 crore
- EPS for Q4 FY15 stood at Rs. 1.80 as compared to Rs. 1.72 in Q4 FY15

Financial Highlights – FY15

- Revenues were down 9% YoY to Rs. 697 crore
- EBITDA was down 7% YoY to Rs. 204 crore; margins higher by 40 bps YoY to 29.3%
- PAT (post minority interest) was down 29% YoY to Rs. 65 crore
- EPS for FY15 stood at Rs. 8.62 as compared to Rs. 12.14 in FY14
- Declared dividend of Rs. 2.0/share amounting to a payout of 27% of FY15 profits (including dividend distribution tax)

Mr. Sujay Kalele, Group CEO, Kolte-Patil Developers Ltd. said, *"Sales momentum continued to be strong driven by the tremendous success of our home buying festival Nest Fest where we showcased 13 projects across Pune. We sold over 900 apartments during the quarter – 10 apartments a day - significantly higher than the sales generated by Grade A city developers put together, reinforcing Kolte-Patil's market leadership in Pune. The fact that 15-20% of our sales at Nest Fest took place online once again highlights our dominance in the market.*

We recorded 1 msf. of pre-sales during the quarter, higher by 28% YoY in volume terms and 42% in value terms. This takes our total pre-sales for FY15 to 2.9 msf. towards the upper end of our sales guidance for the year. We are pleased that we have been able to achieve this strong performance despite a challenging on ground scenario. The financial performance has been subdued on account of delayed approvals. We expect the revenue and profit trajectory to improve in FY16 and FY17 as a greater proportion of 100% owned projects and higher margin projects hit revenue recognition threshold.

We have a strong pipeline of projects with key approvals in place which gives me the confidence of being able to execute on our strategic vision of achieving our FY15-17 sales guidance of 12 msf. We are committed towards continuously reinventing ourselves and creating sustainable value at every stage of the customer lifecycle."

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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