



Kolte-Patil Developers Ltd. Q3 FY20 Financial Results

Sales volume strong at 0.82 million sq. ft. with a value of Rs 4,084 million

Collections improved by 11% YoY to Rs 3,200 million

Pune, 7th February, 2020: Kolte-Patil Developers Ltd. (BSE: 532924, NSE: KOLTEPATIL), a leading Pune-based real estate player announced its results for the third quarter and nine months ended 31st December, 2019.

Operational Highlights – 9M FY20

New area sales	9M FY20	9M FY19	YoY
Volume (million sq. ft.)	1.82	2.03	-10.3%
Value (Rs. million)	9,599	10,763	-10.8%
Realization (Rs./Sq. ft.)	5,264	5,294	-0.6%
Collections (Rs. million)	9,900	9,106	8.7%

Operational Highlights – Q3 FY20

New area sales	Q3 FY20	Q2 FY20	Q3 FY19	YoY	QoQ
Volume (million sq. ft.)	0.82	0.5	0.80	2.3%	65.8%
Value (Rs. million)	4,084	2,678	4,175	-2.2%	52.5%
Realization (Rs./Sq. ft.)	4,966	5,401	5,196	-4.4%	-8.1%
Collections (Rs. million)	3,200	3,107	2,883	11.0%	3.0%

Commenting on the performance for Q3 & 9M FY20, Mr. Gopal Sarda, Group CEO, Kolte-Patil Developers Limited said, "Happy to share, as envisaged we have delivered strong sales of 0.82 msf in Q3 FY20 driven by Life Republic, Ivy Estate and Opula. Notably, we have achieved this performance in a subdued consumer market through sustenance sales which is a testament to our brand equity and robust sales machinery built over the years. We expect to sustain this sales momentum in Q4 and are confident of achieving our sales guidance of 2.4 to 2.7 msf for FY20.

Enabled by the 'ZABARDUS' promotional campaign, in just 38 days, we sold 500 units with a booking value of Rs. 205 crore at Life Republic, Pune. We believe the continued strong demand at Life Republic also validates our decision to buyout our private equity partner ICICI Venture's share and expand Kolte-Patil's ownership in the project to 95%. During the quarter, we completed the second tranche payment of Rs. 70 crore for buy-out of ICICI Venture's 50% stake in Life Republic largely through internal accruals.

Timely execution and customer-centricity continued to be strong as reflected in the delivery and collection numbers. In 9M FY20, we completed deliveries of 1,343 units aggregating to 1.53 msf. Further acceleration will be seen in Q4 FY20 and we expect deliveries of more than 2,000 units in FY20. During 9M FY20, collections have come in at Rs. 990 crore, up 9% on a y-o-y basis. We expect significantly stronger collections in Q4 based on OC received for projects, majority of the current year sales in sustenance phase and a shorter bookings-to-registration period. This year, we remain on track to delivering the highest ever collections in the company's three decade history. As on date, we have an area of 8.3 msf under execution in the RCC and MEP stage, which will add to our delivery and collections in the coming years.

We have received majority of the approvals for Goregaon, Dahisar and Borivali redevelopment projects in Mumbai. With only the last leg of approvals pending we are on track to launch these projects in Q1 FY21. These projects which have an aggregated topline potential of ~Rs. 1,100 crore will help us establish greater visibility in the Mumbai market.

Though the Union Budget 2020, was positive from affordable housing perspective, it didn't offer the much expected boost for the overall sector. However, the innate growth potential of the residential market remains intact and we are confident of growing rapidly in this consolidating market. Our Mumbai and Bengaluru silos are at an inflection point and will see greater visibility in terms of launches and business development in the coming quarters. We are truly an asset light company delivering profitable and sustainable growth, consistent cash flows, high returns while maintaining a strong balance sheet. We plan to capitalize on the self-sustaining growth engine that we have built and grow the company sizably in the coming years."

Financial Highlights – 9M FY20

P&L Snapshot (Rs. crore)	9M FY20*	9M FY19*	9M FY20^	9M FY19^	YoY
Revenue Recognition Method →	Reported CCM	Reported CCM	POCM	POCM	POCM
Revenue from Operations	907.8	673.9	946.4	815.1	16.1%
EBITDA	229.8	170.3	200.8	199.5	0.7%
EBITDA Margin (%)	25.3%	25.3%	21.2%	24.5%	-3.2%
Net Profit (post-MI)	88.9	35.3	106.2	76.4	38.9%
PAT margin (%)	9.8%	5.2%	11.2%	9.4%	1.8%
EPS	11.72	4.65	14.01	10.07	

Financial Highlights – Q3 FY20

P&L Snapshot (Rs. crore)	Q3 FY20*	Q3 FY19*	Q3 FY20^	Q3 FY19^	YoY
Revenue Recognition Method →	Reported CCM	Reported CCM	POCM	POCM	POCM
Revenue from Operations	130.2	72.3	336.7	282.8	19.0%
EBITDA	2.8	-7.7	76.8	77.8	-1.3%
EBITDA Margin (%)	2.1%	-10.7%	22.8%	27.5%	-4.7%
Net Profit (post-MI)	-13.1	-12.9	37.7	33.8	11.7%
PAT margin (%)	-10.0%	-17.8%	11.2%	11.9%	-0.7%
EPS	-1.72	-1.70	4.98	4.45	

***Note:** The Company has adopted IND AS 115 (Completion Contract Method – CCM) during Q1 FY19, effective from 1st April 2018 and has opted for modified retrospective method; ^In order to facilitate like-to-like comparison and continuity of information flow, financials based on the previously applicable Percentage of Completion Method (POCM) of accounting for revenue recognition have also been included.

About Kolte-Patil Developers Limited:

Kolte-Patil Developers Ltd. (BSE: 532924, NSE: KOLTEPATIL), incorporated in 1991, is a leading real estate company with dominant presence in the Pune residential market. Kolte-Patil is a trusted name with a reputation for high quality standards, design uniqueness, transparency and for delivery of projects in a timely manner. The company has developed and constructed over 50 projects including residential complexes, commercial complexes and IT Parks covering a saleable area of ~20 million square feet across Pune, Mumbai and Bengaluru.

Kolte-Patil markets its projects under two brands: 'Kolte-Patil' (addressing the mid-income segment) and '24K' (addressing the premium luxury segment). The Company has executed projects in multiple segments – standalone residential buildings and integrated townships. Several of the company's projects have been certified by the Indian Green Building Council (IGBC).

Consolidating its leadership position in Pune, the company forayed into the Mumbai market in 2013 focusing on low capital intensive society re-development projects. The company has already signed twelve projects till date at prime locations across the city.

The Company's long-term bank debt and non-convertible debentures have been rated 'A+ / Positive' by CRISIL, the highest rating accorded by CRISIL to any publicly listed residential real estate player in India.

For more details on Kolte-Patil Developers Ltd., visit www.koltepatil.com.

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