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# KOLTE-PATIL DEVELOPERS LIMITED

## Q3 & 9M FY20
## Results Presentation

**BIGGER.**
**BETTER.**
**FASTER.**

THE STORY OF HOW WE ARE BUILDING
ONE OF INDIA'S MOST SUSTAINABLE
REAL ESTATE DEVELOPING COMPANIES

# 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 labour 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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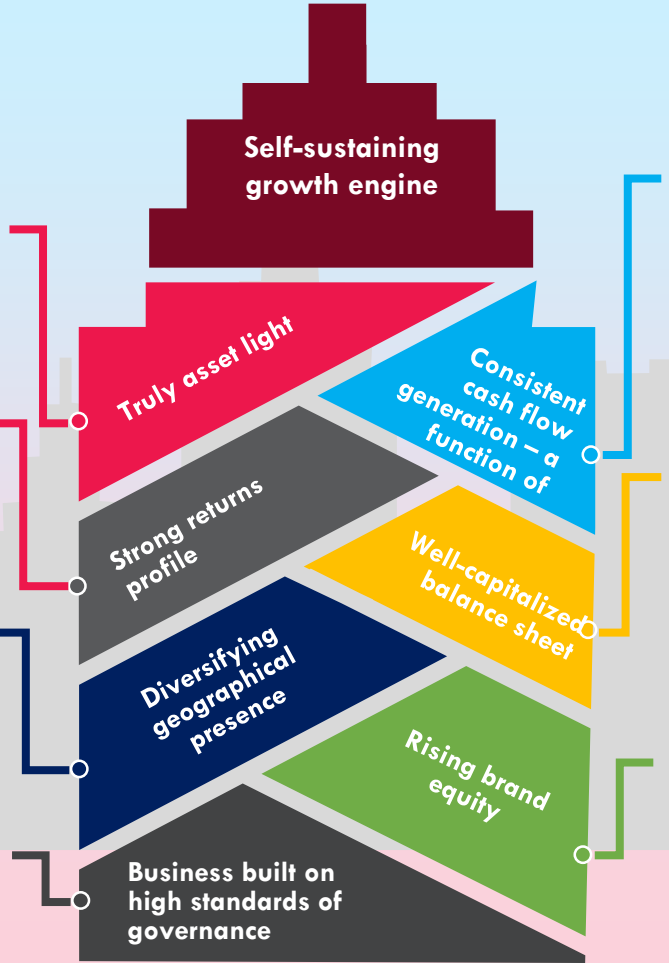
# KPDL – A Different Way of Doing Business






≈ Growth in sales volume, value, collections with low leverage and no dilution

≈ ROCE of 15-18%
≈ ROE of 11-13%

≈ Dominant player in Pune real estate
≈ Mumbai and Bengaluru silos at inflection point - large project/sales/revenue visibility has been established

≈ Committed promoter group with prudent and conservative approach
≈ Professionally driven

≈ Efficient working capital management
≈ Timely execution
≈ Sound capital allocation - focused on P&L accretive Business Development

≈ A+/Positive rating by CRISIL – highest rating among residential real estate players
≈ Supported by partnerships with several marquee investors

≈ Consistent success in both launch as well as sustenance phase of projects
≈ Success across residential segments/products – affordable, MIG, luxury, villas, townships, redevelopment
≈ Low S&M costs
≈ Innovation, superior execution, quality and sustainability part of DNA

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# Kolte-Patil Developers: At a Glance



**#1**

Residential real estate player in Pune

*(Awarded as Most Reputed Brand in Pune)*

**3 Decades**

of presence being incorporated in 1991

**26 MSF**

Project portfolio - under execution, approval and land bank

**>20 MSF**

of units delivered across Pune, Bengaluru and Mumbai

**15-18%**

RoCE – strong returns profile

**A+/Positive**

Highest rated residential player By CRISIL

**Diversifying Presence**

Mumbai and Bengaluru expected to grow to ~25% of sales by 2022

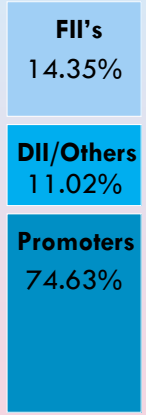
**Key Investors**

Pabrai Funds – 9.4%
Goldman Sachs – 3.9%

**NSE/BSE Listed**

IPO in Dec 2007

## Shareholding

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*"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."*

**Commenting on the performance for Q3 FY20, Mr. Gopal Sarda, Group CEO, Kolte-Patil Developers Limited said:**

# Operational Highlights – Q3 FY20



| New area sales | Q3 FY20 | Q2 FY20 | Q3 FY19 | YoY | QoQ | 9M FY20 | 9M FY19 | YoY |
|---|---|---|---|---|---|---|---|---|
| Volume (million sq. ft.) | 0.82 | 0.50 | 0.80 | **2.3%** | 65.8% | 1.82 | 2.03 | **-10.3%** |
| Value (Rs. million) | 4,084 | 2,678 | 4,175 | **-2.2%** | 52.5% | 9,599 | 10,763 | **-10.8%** |
| Realization (Rs./Sq. ft.) | 4,966 | 5,401 | 5,196 | **-4.4%** | -8.1% | 5,264 | 5,294 | **-0.6%** |
| Collections (Rs. million) | 3,200 | 3,107 | 2,883 | **11.0%** | 3.0% | 9,900 | 9,106 | **8.7%** |

≈ **Improved collections of Rs 320 crore, driven by positive momentum in new bookings and strong focus on execution**

- 9M collections higher by over 9% at Rs. 990 crore
- Free cash flows have been utilized to pay the second installment of [Rs. 70 crore] to ICICI Venture while maintaining a stable debt position
- Delivered 1.53 msf in 9M FY20 (OC for 1,343 units) in Mirabilis, Western Avenue and Life Republic

≈ **Sales volumes stable at 0.82 msf in Q3 FY20; booking value at Rs 408 crore**

- Driven by Life Republic, Ivy and Opula
- Positive response from home buyers to 'ZABARDUS' promotional campaign at Life Republic – sold 500 homes of 1 to 3 BHK with booking value of Rs. 205 crore in just 38 days

≈ **Completed second tranche payment of Rs. 70 crore for buy-out of ICICI Venture's 50% stake in Life Republic**

- Payment largely funded through internal accruals resulting in stable debt position during the quarter
- KPDL's post-buyout economic interest in Life Republic has increased to 95% and overall economic interest in its entire portfolio of projects will rise from [~60% to ~90%]

***Note:*** *Collections include contribution from DMA projects;*

# Launch Calendar - Mumbai



| Project | Location | Use | Targeted Launch | Milestones achieved | Further milestones |
|---|---|---|---|---|---|
| Sagar Vaibhav | Dahisar (West) | Residential | Q1FY21 | Tree NOC | Intimation of Disapproval (IOD) - in process |
| | | | | Chief Fire Officer NOC | |
| | | | | EETC (Parking) NOC | |
| | | | | Ministry of Environment & Forests (MOEF) approval | |
| | | | | Concessional approval | |
| Hari Ratan | Goregaon (West) | Residential / Retail | Q1FY21 | Chief Fire Officer NOC | Tree NOC |
| | | | | EETC (Parking) NOC | Intimation of Disapproval (IOD) - in process |
| | | | | Ministry of Environment & Forests (MOEF) approval | |
| | | | | Concessional approval | |
| Om Shree Gokul | Borivali (West) | Residential / Retail | Q1FY21 | Chief Fire Officer NOC | Intimation of Disapproval (IOD) – in process |
| | | | | EETC (Parking) NOC | Tree NOC - in process |
| | | | | Ministry of Environment & Forests (MOEF) approval – not required | |

**Aggregate topline potential of ~Rs. 1,100 crore (KPDL economic share)**

# Launch Calendar - Pune

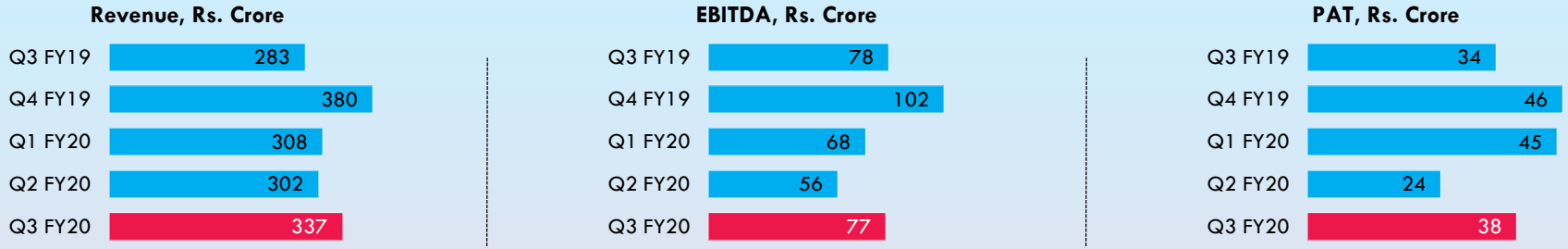


| Project | Location | Use | Targeted Launch | Status |
|---|---|---|---|---|
| GIGA | Viman Nagar | Commercial | H1 FY21 | Considering location and available potential, strategically changed land use from residential to commercial. Sanctioned plan with local authority is approved; awaiting UD level approval |
| | | | | |
| Boat Club | Boat Club Road | Commercial | H2 FY21 | Supreme Court upheld matter in favor of KPDL against Pune Municipal Corporation (PMC) with regard to no restrictions on use of this land - earlier PMC had earmarked the land for school reservation.<br>Initiated design and approval process. |
| | | | | |
| Down Town | Kharadi | Commercial | H2 FY21 | Considering location and available potential, strategically changed land use from residential to commercial. |
| | | | | |
| Pimple Nilakh | Pimple Nilakh | Residential | H1 FY21 | Initiated design and approval process. |

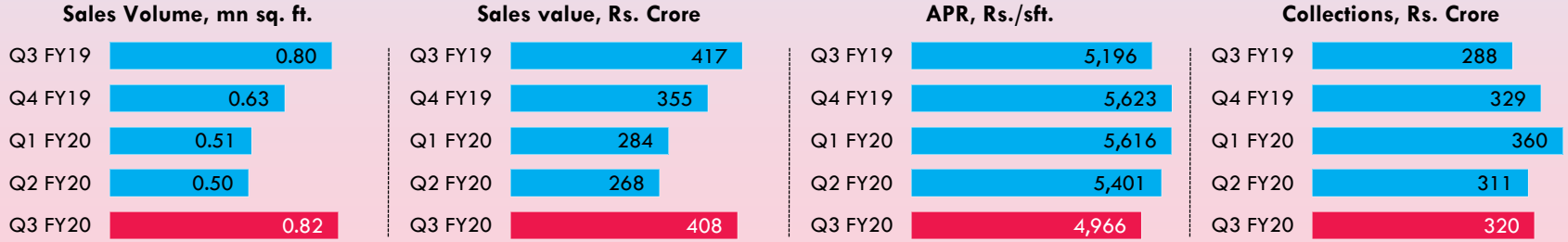
**Aggregate topline potential of over Rs. 2,000 crore (KPDL economic share)**

# Performance Highlights – Q3 FY20






*Note: The Company has adopted IND AS 115 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 erstwhile applicable Percentage of Completion Method (POCM) of accounting for revenue recognition have been shown above.*




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

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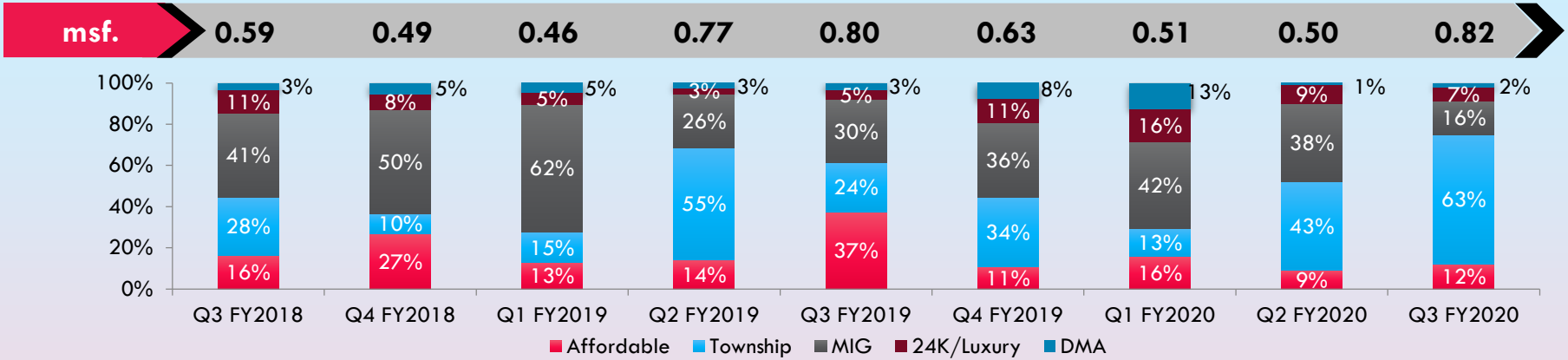
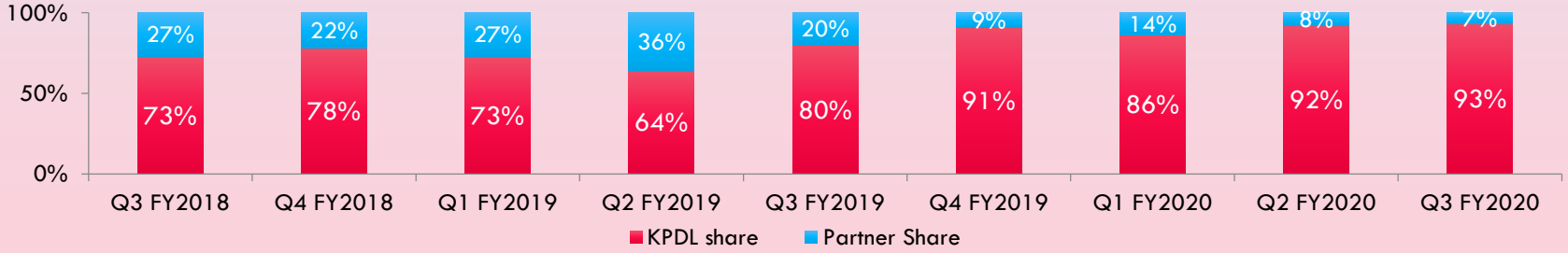
# New Sales Analysis – Q3 FY20






**Affordable** – Ivy estate, Three Jewels | **Township** – Life Republic | **MIG** – Western Avenue, Stargaze, Centria, KP Rachana, Carnation, Bangalore Projects | **Luxury** – Opula, Atria, Jai-Vijay, Grazio




*Note: Volume in million square feet is based on saleable area*

# Abridged Cash Flows



| Abridged Cashflows - Unaudited (Rs. crore) | Q3 FY20 (Un-Audited) | 9M FY20 (Un-Audited) |
|---|---|---|
| Opening Balance | 108 | 67 |
| Operating Cashflow | | |
| Collections | 307 | 943 |
| Construction Cost | -134 | -429 |
| Other Expenses | -61 | -176 |
| Direct & Indirect Taxes | -38 | -75 |
| Financing & Investing Activities* | | |
| Interest | -15 | -46 |
| OD/CC Movement | -1 | 3 |
| OCD/CCD (Redemption)/Subscription | 12 | 1 |
| TDR/Premium Costs/JV Partner | -44 | -136 |
| Tranche II Payment - LR buyout | -70 | -70 |
| Dividend | 0 | -19 |
| Closing Balance | 64 | 64 |

**Including land and approval costs*

# Consolidated Debt Profile



| Consolidated Debt Profile (Rs. crore) | 31st December, 2019 | | 31st March, 2019 | |
|---|---|---|---|---|
| | CCM | POCM^ | CCM | POCM^ |
| **Net Worth** | **923** | **1,199** | 840 | 1,100 |
| **Gross Debt** | **780** | **780** | 807 | 807 |
| Less: OCD / CCD[1] / OCRPS / Zero Coupon NCD* | **196** | **196** | 224 | 224 |
| **Debt** | **584** | **584** | 583 | 583 |
| Less: Cash & Cash Equivalents & Current Investments | **64** | **64** | 67 | 67 |
| **Net Debt** | **520** | **520** | 517 | 517 |
| **Net Debt to Equity** | **0.56** | **0.43** | 0.62 | 0.47 |

**Issued to KKR in Life Republic Township; ^Company Calculations*

*[1]In accordance with the requirements of the applicable accounting standards, the Company has carried out a fair valuation of Optionally Convertible Debentures issued by KPIT linked to FSI towards ICICI buy-out in Life Republic and the resultant net gain of ~Rs. 28 crore has been credited to the Statement of Profit and Loss*

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# Profit and Loss Snapshot – Q3 FY20 vs Q3 FY19



| 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% |
| Cost of materials consumed | 88.3 | 39.1 | 220.7 | 164.2 | 34.4% |
| Employee benefits expense | 13.3 | 13.2 | 13.3 | 13.2 | 0.8% |
| Depreciation | 4.9 | 3.9 | 4.9 | 3.9 | 25.8% |
| Other expenses | 25.9 | 27.7 | 25.9 | 27.7 | -6.6% |
| Total Expenses | 132.3 | 83.8 | 264.7 | 208.9 | 26.7% |
| EBITDA | 2.8 | -7.7 | 76.8 | 77.8 | -1.3% |
| EBITDA Margin (%) | 2.1% | -10.7% | 22.8% | 27.5% | -4.7% |
| Finance cost | 21.7 | 20.7 | 21.7 | 20.7 | 5.1% |
| Other income | 4.2 | 4.3 | 4.2 | 4.3 | -2.1% |
| Profit before tax | -19.6 | -27.9 | 54.4 | 57.6 | -5.5% |
| Total tax expenses | -5.3 | -6.2 | 13.5 | 20.1 | -32.6% |
| Net profit after tax (pre-MI) | -14.3 | -21.7 | 40.9 | 37.5 | 9.0% |
| PAT margin (pre-MI) | -11.0% | -30.0% | 12.1% | 13.3% | 0.0% |
| Non-controlling interests | -1.3 | -8.8 | 3.2 | 3.7 | |
| 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 | |

## COMMENTS ON P&L - POCM

≈ Revenue in Q3 FY20 on POCM basis driven by first time revenue recognitions in Life Republic R9 and Ivy Nia

≈ EBITDA margin lower on account of higher revenue contribution from lower margin projects

**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.*

# Profit and Loss Snapshot – 9M FY20 vs 9M FY19



| 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% |
| Cost of materials consumed | 557.2 | 386.5 | 624.8 | 498.6 | 25.3% |
| Employee benefits expense | 43.2 | 40.4 | 43.2 | 40.4 | 6.9% |
| Depreciation | 14.3 | 11.3 | 14.3 | 11.3 | 26.4% |
| Other expenses | 77.6 | 76.6 | 77.6 | 76.6 | 1.3% |
| Total Expenses | 692.3 | 514.9 | 759.9 | 627.0 | 21.2% |
| EBITDA | 229.8 | 170.3 | 200.8 | 199.5 | 0.7% |
| EBITDA Margin (%) | 25.3% | 25.3% | 21.2% | 24.5% | -3.2% |
| Finance cost | 66.4 | 60.2 | 66.4 | 60.2 | 10.4% |
| Other income | 37.9 | 8.5 | 37.9 | 8.5 | 343.7% |
| Profit before tax | 186.9 | 107.3 | 157.9 | 136.4 | 15.7% |
| Total tax expenses | 85.0 | 41.6 | 44.5 | 49.6 | -10.2% |
| Net profit after tax (pre-MI) | 101.9 | 65.8 | 113.4 | 86.9 | 30.5% |
| PAT margin (pre-MI) | 11.2% | 9.8% | 12.0% | 10.7% | 0.0 |
| Non-controlling interests | 13.0 | 30.5 | 7.2 | 10.4 | |
| 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 | |

## REASONS FOR VARIANCE (POCM)

≈ Increased in revenue in FY 20 is on account higher contribution from Life Republic and Opula.

≈ Other income in FY20 includes ~Rs. 28 crore towards fair valuation of OCD's linked to FSI towards ICICI Venture buy-out in Life Republic.

**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.*

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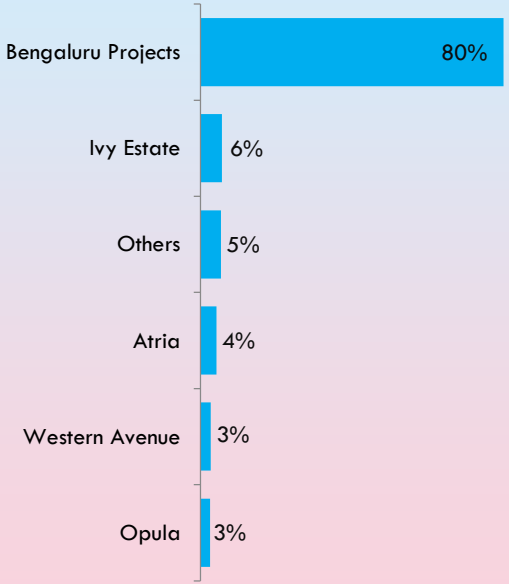
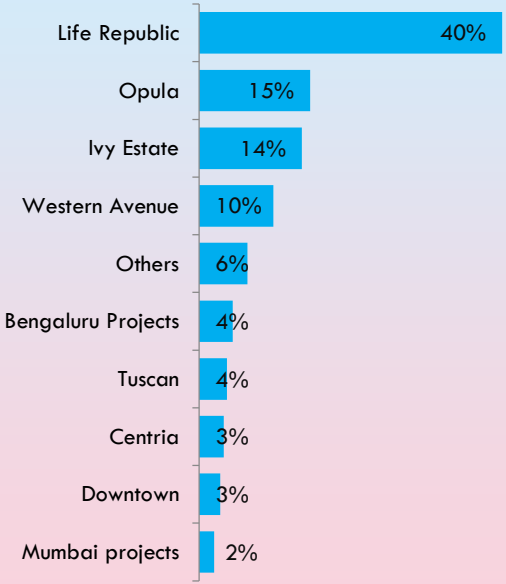
# Revenue Recognition – Q3 FY20 vs Q3 FY19



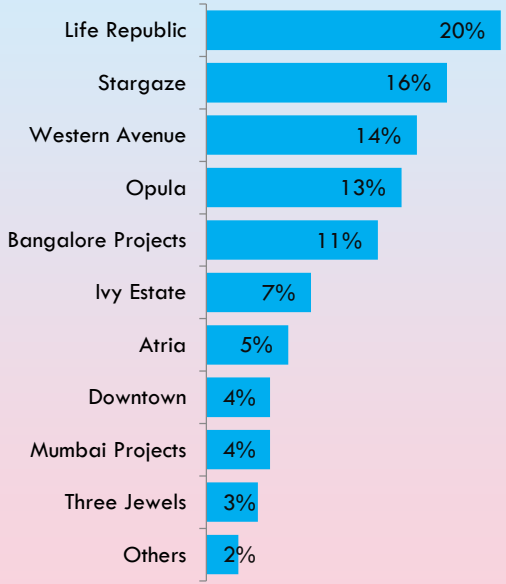
## Q3 FY20 – Rs. 130 crore (CCM)




## ^Q3 FY20 – Rs. 337 crore (POCM)




## ^Q3 FY19 – Rs. 283 crore (POCM)

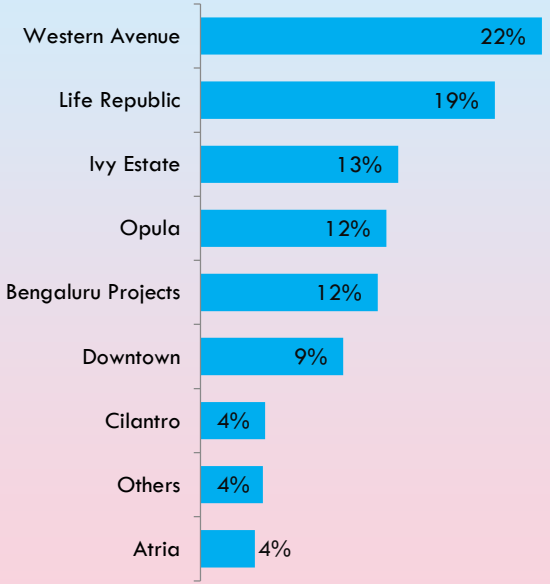



*^ Note: The Company has adopted IND AS 115 during Q1 FY19, effective from 1st April 2018 and has opted for modified retrospective method. In order to facilitate like-to-like comparison and continuity of information flow, financials based on the erstwhile applicable Percentage of Completion Method (POCM)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

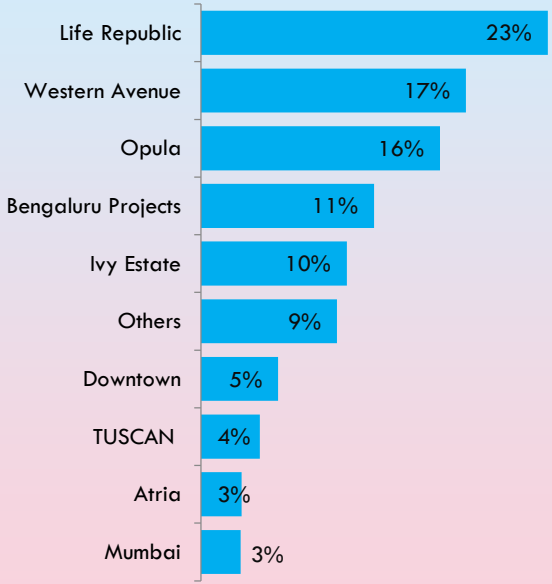
# Revenue Recognition – 9M FY20 vs 9M FY19



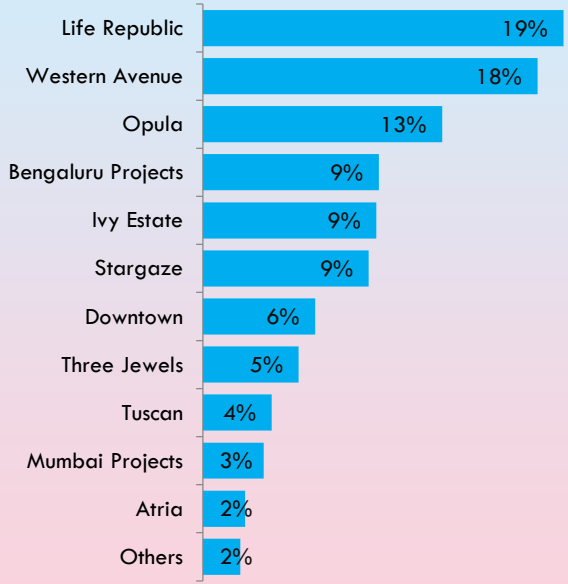
## 9M FY20 – Rs. 907 crore (CCM)




## ^9M FY20 – Rs. 946 crore (POCM)




## ^9M FY19 – Rs. 815 crore (POCM)




*^Note: The Company has adopted IND AS 115 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 erstwhile applicable Percentage of Completion Method (POCM) of accounting for revenue recognition have also been included.*

# Sales & Collections – Ongoing Projects – Q3 FY20

| Projects | Location | Area Sold (msf.) | Sales value (Rs. mn.) | APR (Rs./sft.) | Collections (Rs. mn.) |
|---|---|---|---|---|---|
| Life Republic - Phase I & II | Hinjewadi, Pune | 0.52 | 2,487 | 4,795 | 799 |
| Corolla - Phase I & II (Ivy Estate) | Wagholi, Pune | 0.07 | 291 | 4,137 | 309 |
| Tuscan - Phase I & II | Kharadi, Pune | 0.01 | 84 | 6,854 | 142 |
| Downtown - Phase I & II | Kharadi, Pune | 0.00 | 0 | 0 | 51 |
| Western Avenue | Wakad, Pune | 0.02 | 157 | 6,330 | 575 |
| Jazz I (Glitterati II) & Jazz II (Opula) | Aundh, Pune | 0.06 | 405 | 6,939 | 416 |
| Three Jewels | Kondhwa, Pune | 0.03 | 121 | 4,522 | 86 |
| Rutu Bavdhan (Stargaze) | Bavdhan, Pune | 0.02 | 143 | 6,084 | 85 |
| Other Projects (including DMA) | | 0.06 | 274 | 4,317 | 414 |
| **Total (Pune Projects)** | | **0.80** | **3,961** | **4,963** | **2,877** |
| | | | | | |
| Ragga | Hennur Road, Bengaluru | 0.01 | 44 | 4,791 | 48 |
| Mirabilis | Horamavu, Bengaluru | | | 0 | 113 |
| Exente | Hosur Road, Bengaluru | 0.02 | 78 | 5,188 | 162 |
| **Total (Bengaluru Projects)** | | **0.02** | **122** | **5,038** | **322** |
| | | | | | |
| Link Palace Society | Khar (W), Mumbai | - | - | - | - |
| Jai-Vijay Society | Ville Parle (E), Mumbai | - | - | - | - |
| Sagar Vaibhav Society | Dahisar (W), Mumbai | - | - | - | - |
| **Total Mumbai Projects)** | | **0.0** | **0** | **0** | **0** |
| **Total (Pune + Bengaluru + Mumbai Projects)** | | **0.82** | **4,084** | **4,966** | **3,200** |

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

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# KPDL Project Portfolio – 31.12.2019



| Projects | KPDL Share | Gross Details (including partner's share) Ongoing & Unsold | Under Approval* | Land Bank |
|---|---|---|---|---|
| Jazz II (Opula) | 100% | 0.05 | - | - |
| Atria | 100% | 0.05 | - | - |
| Giga Residency | 100% | - | 0.60 | - |
| Stargaze | 62% | 0.53 | - | - |
| Western Avenue | 100% | 0.15 | - | - |
| Ivy Estate | 100% | 0.73 | - | - |
| Downtown | 100% | 0.03 | 0.60 | - |
| Life Republic^ | 95% | 1.78 | 1.15 | 12.00 |
| Tuscan | 51% | 0.07 | - | - |
| Three Jewels | 70% | 0.61 | - | - |
| Cilantro | 50% | 0.01 | - | - |
| Green Olive Venture | 60% | 0.07 | - | - |
| Centria | 100% | 0.27 | | - |
| Pimple Nilakh | 100% | - | 0.60 | - |
| Ghotawade | 50% | - | - | 3.20 |
| Aundh | 100% | - | - | 1.00 |
| Kalyani Nagar | 100% | - | - | 0.60 |
| Boat Club Road | 100% | - | 0.36 | - |
| Pune Total: | | 4.35 | 3.31 | 16.80 |

*Upcoming projects in the next 12 months*

| Projects | KPDL Share | Gross Details (including partner's share) Ongoing & Unsold | Under Approval* | Land Bank |
|---|---|---|---|---|
| Jai Vijay | 100% | 0.05 | - | - |
| Other Mumbai projects | 100% | - | 0.53 | 0.67 |
| Mumbai Total: | | 0.05 | 0.53 | 0.67 |

| Projects | KPDL Share | Ongoing & Unsold | Under Approval* | Land Bank |
|---|---|---|---|---|
| Raaga | 100% | 0.23 | - | - |
| Mirabilis | 70% | 0.01 | - | - |
| Exente | 100% | 0.36 | - | - |
| 24K Grazzio | 100% | 0.19 | - | - |
| Bengaluru Total: | | 0.78 | 0.00 | 0.00 |

| Overall Projects | | Ongoing & Unsold | Under Approval* | Land Bank |
|---|---|---|---|---|
| Total: | 26.47 | 5.16 | 3.84 | 17.47 |

| DMA Projects | Ongoing & Unsold | Under Approval* | Land Bank |
|---|---|---|---|
| DMA | 0.27 | 0.93 | - |

*Note: Saleable area in million square feet based on current FSI norms and subject to change; ^Total FSI potential is 1.7 in Life Republic; Current potential has been considered based on a FSI of 1.0*

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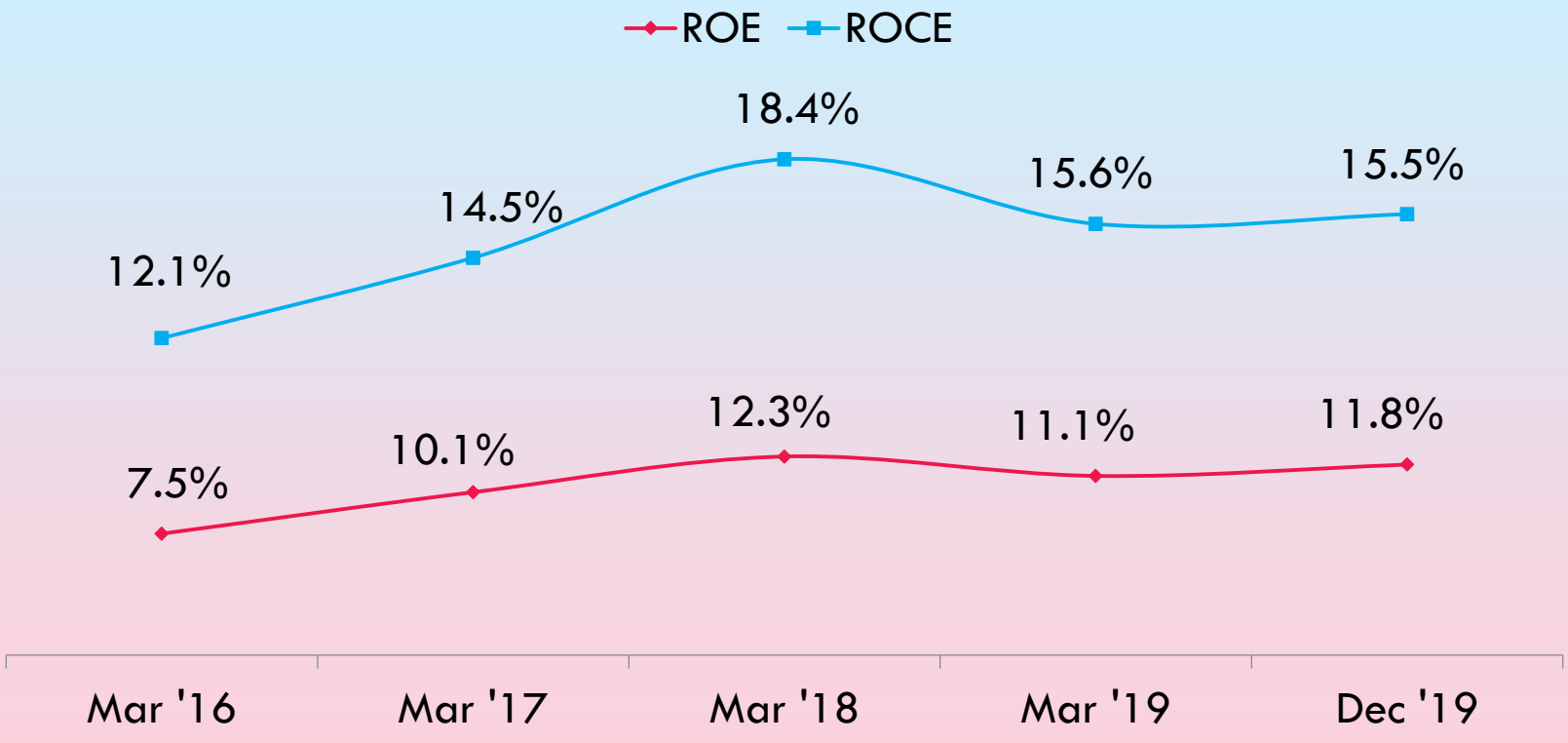
# Improving Return Ratios






*Note: Numbers on POCM basis*

# Business Outlook



## Sector consolidation

- Implementation of RERA and GST has consolidated demand to organized, execution-focused developers like KPDL

## Diversifying geographical presence

- 1.2 msf across 12 asset-light society redevelopment projects in Mumbai
- Mumbai and Bengaluru expected to grow to ~25% of sales by 2022

## Efficient capital deployment

- Continue to evaluate strategic and financial partnerships that enable us to scale our operations while limiting capital commitment

## Improving consumer confidence

- Based on RERA-compliant business environment and increased transparency, resulting in uptick in sales and collections

## Tax Benefits from recent amendments

- Substantial savings in tax out-go due to reduction of corporate tax rate
- Savings to be used for growth capital and operational excellence

## RoCE expansion

- Successful implementation of strategy driving strong return profile with ROCE of 15.5% in 9M FY20
- Looking at further scale benefits in Pune and greater Bengaluru/Mumbai contribution

## Consolidating dominant position in Pune

- KPDL is leveraging its strong brand name/market position to accelerate development and launch subsequent phases of ongoing projects

## New project acquisition

- Targeting acquisitions of 10-12 msf additional land bank through outright/structured deals and JVs/DMAs with land owners and other developers

## Fund raising plans

- Board has passed an enabling resolution/s for fund raising up to Rs. 500 crore by various modes

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# Awards & Recognition

Brand Realtor 2019 KPDL By Times Realty Icons

Brand Excellence in Real Estate Sector by ABP News

# Awards & Recognition

24K SHINES AGAIN

We are delighted to share that our uber luxurious residential projects have received the prestigious Realty Plus awards.

24K Atria

24K Opula

# About Kolte-Patil Developers Ltd.

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 the 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 ~18 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 14 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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## Thank You