KOLTE • PATIL
Creation, not Construction

KOLTE-PATIL DEVELOPERS LIMITED

Q4 & FY20
Results Presentation

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

Table of Contents

1 KPDL – A Different Way of Doing Business

2 CEO's Message

3 COVID -19 Update

4 Operational & Performance Highlights

5 Launch Calendar

6 P&L / Balance Sheet Snapshot

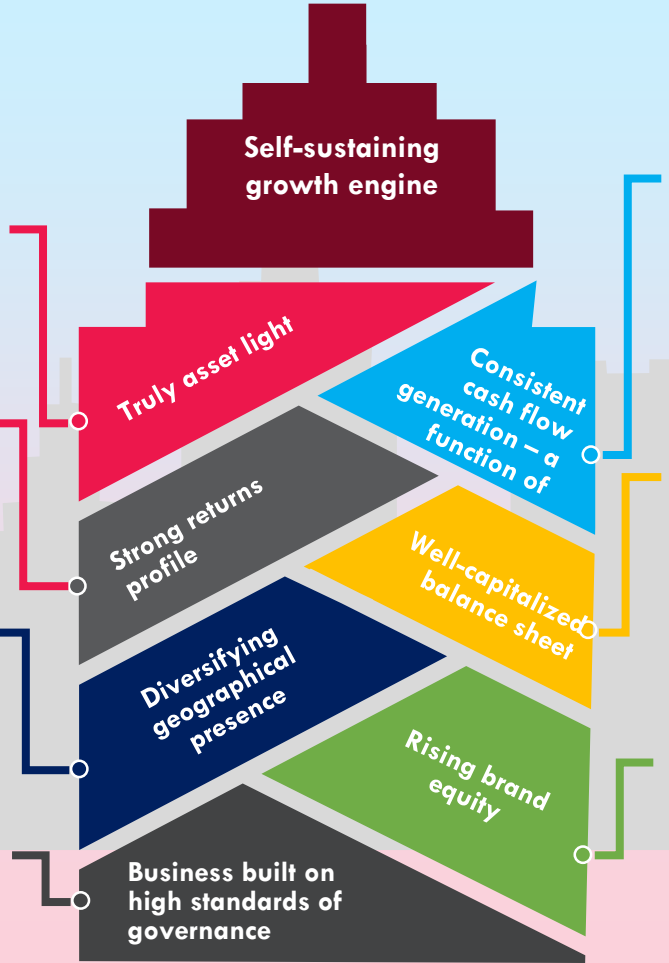
7 Project-wise Details

8 Outlook

9 About Kolte-Patil Developers Ltd.

KOLTE • PATIL
Creation, not Construction

KPDL – A Different Way of Doing Business



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

≈ ROCE of 13-16%
≈ 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+/Stable 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

KOLTE • PATIL
Creation, not Construction

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

13-16%

RoCE – strong returns profile

A+/Stable

Highest rated residential player By CRISIL

Diversifying Presence

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

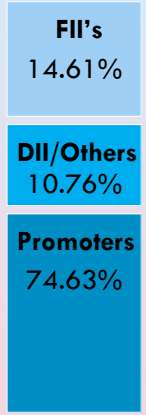
Key Investors

Pabrai Funds – 9.7%
Goldman Sachs – 3.7%

NSE/BSE Listed

IPO in Dec 2007

Shareholding



KOLTE • PATIL
Creation, not Construction

"FY20 was the best ever year for KPDL in terms of collections - highest ever in the company's three-decade history. Further, we closed the financial year with positive sales momentum that has allowed us to achieve our stated guidance. It is noteworthy, that in absence of any launches, the sales performance was driven entirely by sustenance sales in existing projects across Pune, Mumbai and Bengaluru. This evidences our robust sales machinery as well as brand recognition.

While liquidity has been a challenge for the sector, during FY20, there has been a reduction of Rs. 83 crore in KPDL's net debt. Our liquidity remains stable given our strong saleability, collections, internal accruals and low debt. Further, we have a good pipeline of new launches, sufficient sold and unreleased inventory in ongoing projects and minimal completed unsold inventory which will further improve our free cash flows.

During the year, we continued to drive execution across all our projects and delivered 1.86 msf (OC for 1,601 units). Our Mumbai story continues to shape well with OC for Jai Vijay and IOD approvals for Goregaon and Dahisar redevelopment projects. We are happy to share we have resumed construction activities at Pune and Bengaluru with 40% of the workforce. We are focused on gradually scaling up in line with ecosystem developments and expect to reach optimum levels in 3-6 months. This will benefit collections and our overall operations meaningfully. Further, we are exploring increased use of technology to fasten the pace of construction going forward.

While Covid-19 pandemic and the resultant lockdown of human and economic activity across the country has subdued consumer sentiment, demand trends have been incrementally positive each passing month. We believe in the structural demand theme of real estate and are optimistic that traction will first return to Affordable and MIG segments, which is the majority of our project portfolio. Efficient management of capital, human resources, supply chain and customers is the recipe for thriving in the current scenario.

The Company has built a very strong digital platform to ensure virtual collaboration, communication & secure data transmission with its customers while working from home. KPDL stepped up, so that its customers don't have to step out. The rapid digitisation of sales channel, novel offerings along with brand Kolte-Patil allowed the Company to witness decent bookings traction despite the lockdown and ramp up sales to ~60-65% of the normal quarterly run rate.

In the midst of uncertain markets, we effected a unique deal with a global real estate developer like Planet Smart City for Sector R10 in our township project Life Republic in Pune. This deal earns us land monetization benefits as well as profit sharing cash flows from the incremental planned development, resulting in strong returns. Further, it highlights the brand equity of Kolte-Patil as well as the value creation prospects of Life Republic as a project.

Our growing brand equity, execution capabilities and balance sheet strength will be the differentiators in the Indian real estate sector allowing us to capture growth opportunities and create value over the longer term."

Commenting on the performance for Q4 FY20, Mr. Gopal Sarda, Group CEO, Kolte-Patil Developers Limited said:

COVID-19 – KPDL Resilience

Adoption of Business Continuity & Risk Management Blueprint in early March with the objective of minimizing impact on all stakeholders and maintaining customer commitments, cash flow planning and operational readiness

Sales

- Bookings were impacted in the second half of March, when the lockdown was imposed, leading to demand deferment
- Despite this, sales booking of 2.5 msf achieved FY20, in line with guidance for the year
- Based on rapid scale up of digital sales capabilities, novel offerings and Kolte-Patil brand quickly ramp up sales to 60% of the normal monthly run rate
- 180 homes sold in the lockdown period till April 2020

Operations

- Construction and sales activities resumed partially across sites in Pune and Bengaluru from 12 May and 05 May respectively, while adhering with government directives; 40% of the workforce is now mobilized
- Construction expected to reach optimum levels in 3-6 months post lockdown with increased usage of technology in construction processes
- Even if KPDL achieves 60%-65% of last year's collections, it can sustain its operations comfortably

Liquidity

- Reduction in Net debt of Rs. 86 crore during Q4
- Three-month moratorium availed to exercise caution; no foreseen issues in debt servicing going forward
- Undrawn lines of bank debt of Rs. 110 crore and cash/cash equivalents of ~Rs. 98 crore
- Pipeline of launches, invoices raised, inventory and the like to further improve liquidity

People

- Employee salaries paid in full and on time; no salary cuts. Promoters have voluntarily taken 50% salary cuts
- Built a strong digital platform to ensure secure virtual collaboration communication with its. KPDL stepped up, so that its customers don't have to step out
- Taking care of the food and shelter requirements of thousands of its labourers and their families across sites since the lockdown
- Contributed Rs. 25 lakhs to Maharashtra CM's COVID-19 Relief Fund via CREDAI

Operational Highlights – Q4 FY20

New area sales	Q4 FY20	Q3 FY20	Q4 FY19	YoY	QoQ	FY20	FY19	YoY
Volume (million sq. ft.)	0.67	0.82	0.63	**6.1%**	-18.5%	2.50	2.70	**-7.4%**
Value (Rs. million)	3,549	4,084	3,553	**-0.1%**	-13.1%	13,148	14,316	**-8.2%**
Realization (Rs./Sq. ft.)	5,292	4,966	5,623	**-5.9%**	6.6%	5,280	5,302	**0.4%**
Collections (Rs. million)	3,781	3,200	3,366	**12.3%**	18.2%	13,680	12,473	**9.7%**

- **Recorded 2.5 msf of sales volumes in FY20 – in line with guidance set at the beginning of the year; booking value at Rs. 1,315 cr**
  - Life Republic recorded 1.05 msf of sales in FY20 - second consecutive year of ~1 msf of sales
  - Ivy Estate, Western Avenue, 24k Pune Portfolio and Bengaluru projects were other key driver of volumes during the year
- **FY20 collections higher by over 10% at Rs. 1,368 crore - highest ever in the Company's three-decade history**
  - Continued focus on execution allowed a wide range of ongoing projects to hit construction milestones, thereby creating positive impetus to collections from customers
  - Delivered 1.86 msf in FY20 (OC for 1,601 units) in Jay Vijay, Mirabilis, Western Avenue and Life Republic
- **Sales volumes at 0.67 msf in Q4 FY20; booking value at Rs 355 crore**
  - Driven by Life Republic, Ivy and Opula
- **In Q4 FY20, received IOD approvals for Goregaon and Dahisar redevelopment projects in Mumbai. Additionally, received OC for Jai Vijay, Mumbai**
- In FY20, completed second tranche payment of Rs. 70 crore for buy-out of ICICI Venture's 50% stake in Life Republic. First tranche of Rs. 70 crore paid in March 2019
- In FY20, Signed three new projects in Pune under the Development Management Model - Saleable potential of ~1.2 million square feet
- In FY20, Delivered superior returns (IRR of 23.1% delivered over 45 months to Motilal Oswal Real Estate from City Avenue project in Wakad, Pune
- In April 2020, undertook strategic land monetization of ~5.42 acres of Sector R10 of Life Republic for INR 91 crore. This land parcel in Sector R10 has a residential development potential of 7.6 lakh sq. ft. in terms of saleable area and will be jointly developed by KPIT & Planet Smart City in the profit sharing model

Note: *Collections include contribution from DMA projects of Rs. 555 mn - FY20 and Rs. 628.4 mn - FY19*

KOLTE • PATIL
Creation, not Construction

Launch Calendar

Project	Location	Use	Targeted Launch in
GIGA	Viman Nagar, Pune	Commercial	3-6 months
Boat Club	Boat Club Road, Pune	Commercial	9-12 months
Down Town	Kharadi, Pune	Commercial	6-9 months
Pimple Nilakh	Pimple Nilakh, Pune	Residential	6-9 months

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

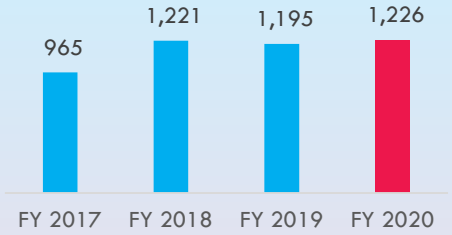
Project	Location	Use	Targeted Launch
Sagar Vaibhav	Dahisar, Mumbai	Residential	3-6 months
Hari Ratan	Goregaon, Mumbai	Residential / Retail	3-6 months
Om Shree Gokul	Borivali, Mumbai	Residential / Retail	3-6 months

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

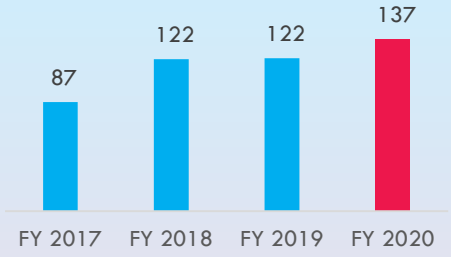
KOLTE • PATIL
Creation, not Construction

Performance Highlights - FY20

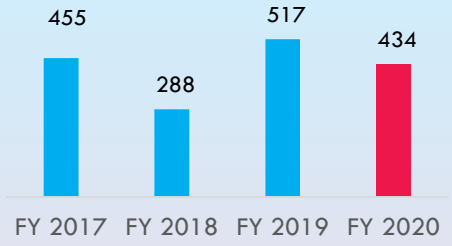
Revenue, Rs. Crore



PAT, Rs. Crore

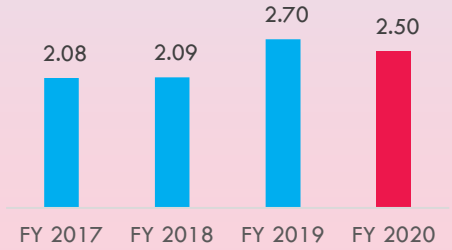


Net Debt, Rs. Crore

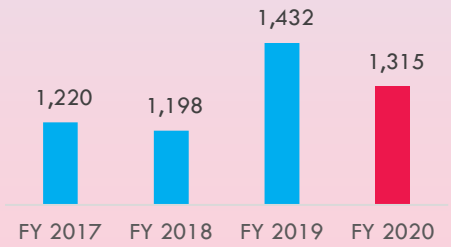


Note: The Company has adopted IND AS 115 during Q1 FY19, effective from 1st April 2018 and has opted for modified retrospective method. In order to facilitate like-to-like comparison and continuity of information flow, financials based on the erstwhile applicable Percentage of Completion Method (POCM)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

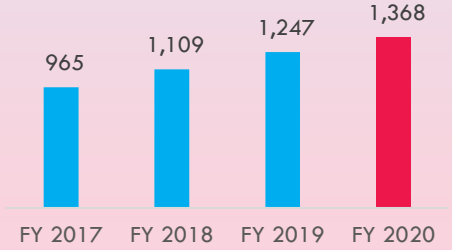
Sales Volume, mn sq. ft.



Sales Value, Rs. Crore



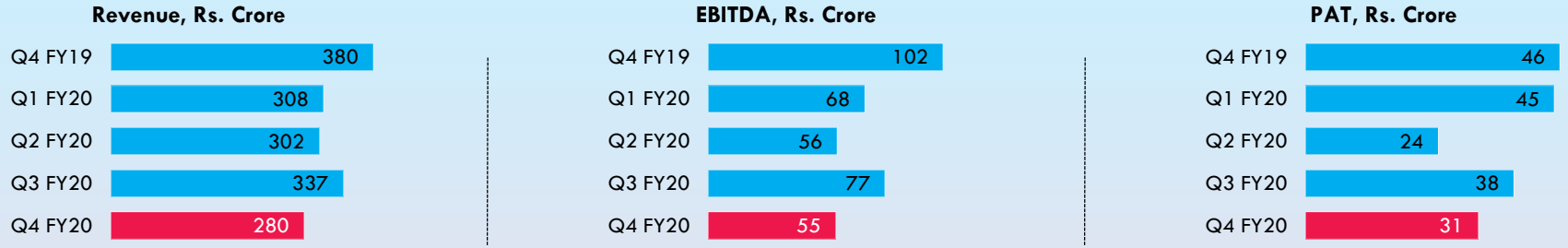
Collections, Rs. Crore



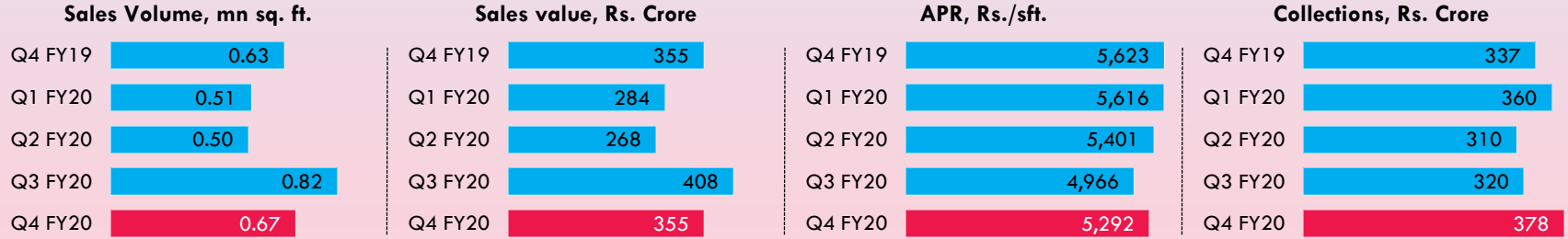
Note: Volume in million square feet is based on saleable area; Collections include contribution from DMA projects

KOLTE • PATIL
Creation, not Construction

Performance Highlights – Q4 FY20



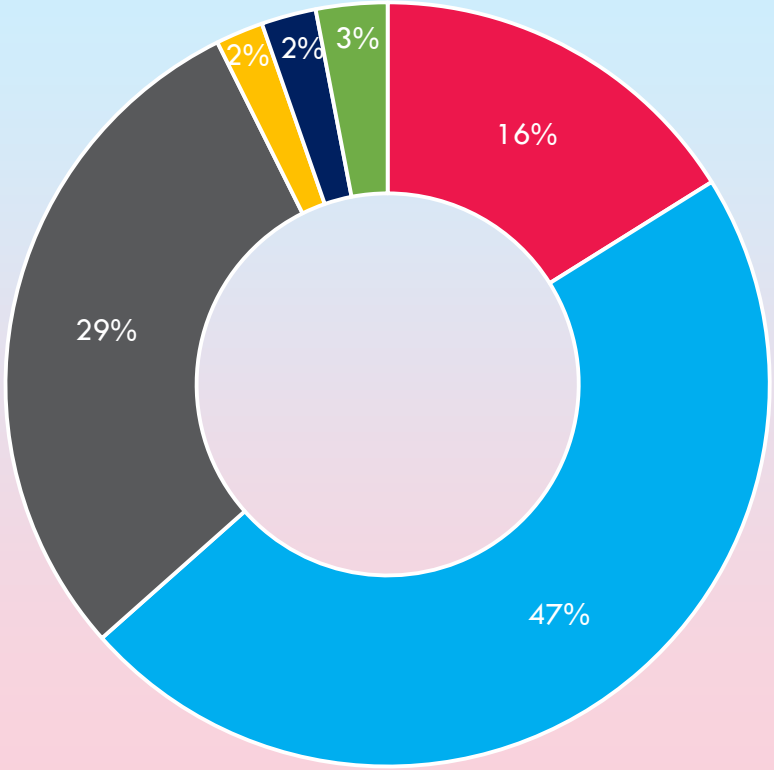
Note: The Company has adopted IND AS 115 during Q1 FY19, effective from 1st April 2018 and has opted for modified retrospective method. In order to facilitate like-to-like comparison and continuity of information flow, financials based on the erstwhile applicable Percentage of Completion Method (POCM) 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 (Q4 FY19 – Rs. 28 cr, Q1 FY20 – Rs. 17 cr, Q2 FY20 – Rs. 16 cr, Q3 FY20 Rs. 13 cr, Q4 FY20 – Rs. 9 cr)

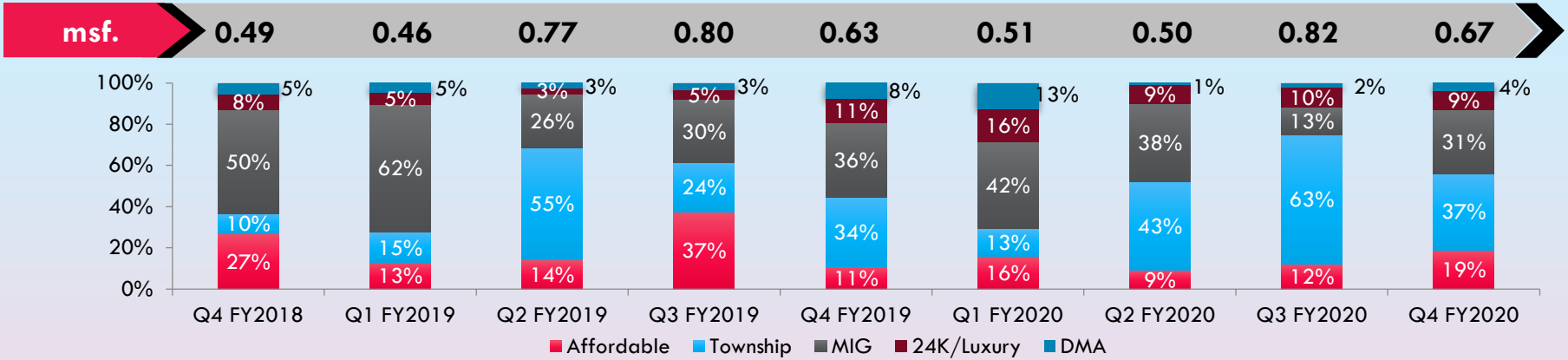
KOLTE • PATIL
Creation, not Construction

Product-wise Sales - FY20

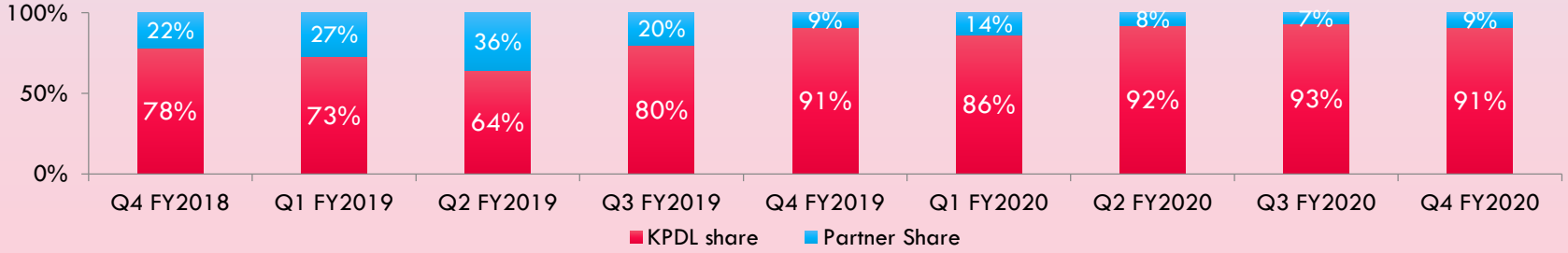


Note: The category of 'Others' includes Duplex , Row House and Plots.

New Sales Analysis – Q4 FY20



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



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

Abridged Cash Flows

Abridged Cashflows - Unaudited (Rs. crore)	Q4 FY20 (Un-Audited)	FY20 (Un-Audited)
Opening Balance	64	67
Operating Cashflow		
Collections	369	1,312
Construction Cost	-135	-574
Other Expenses	-57	-206
Direct & Indirect Taxes	-19	-80
Financing & Investing Activities*		
Interest	-17	-63
OD/CC Movement	-51	-50
OCD/CCD (Redemption)/Subscription	0	1
TDR/Premium Costs/Approval Cost	-10	-46
JV Partner/Land Cost	-47	-175
Tranche II Payment - LR buyout	0	-70
Dividend	0	-19
Closing Balance	97	97

**Including land and approval costs*

Consolidated Debt Profile

Consolidated Debt Profile (Rs. crore)	31st March, 2020		31st December, 2019		31st March, 2019
	CCM	POCM^	CCM	POCM^	POCM^
Net Worth	**905**	**1,229**	**923**	**1,199**	1,100
Gross Debt	**728**	**728**	**780**	**780**	807
Less: OCD / CCD[1] / OCRPS / Zero Coupon NCD*	**196**	**196**	**196**	**196**	224
Debt	**532**	**532**	**584**	**584**	583
Less: Cash & Cash Equivalents & Current Investments	**98**	**98**	**64**	**64**	67
Net Debt	**434**	**434**	**520**	**520**	517
Net Debt to Equity	**0.48**	**0.35**	**0.56**	**0.43**	0.47

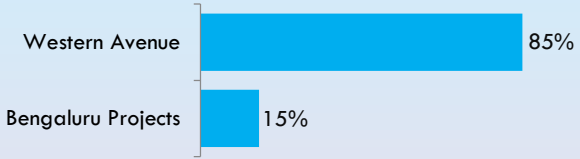
**Issued to KKR in Life Republic Township; ^Company Calculations*

[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

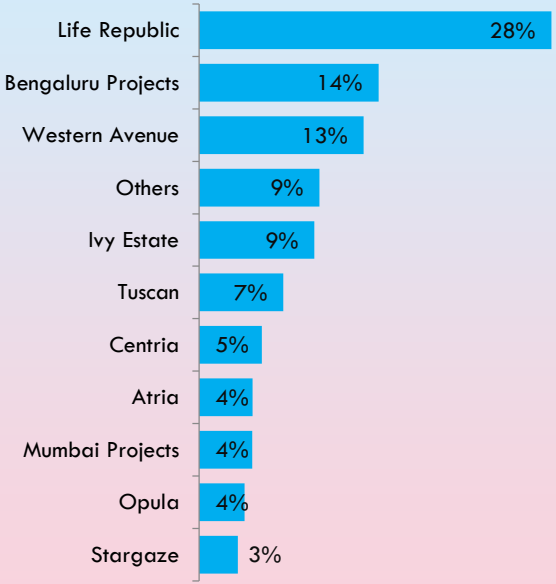
KOLTE • PATIL
Creation, not Construction

Revenue Recognition – Q4 FY20 vs Q4 FY19

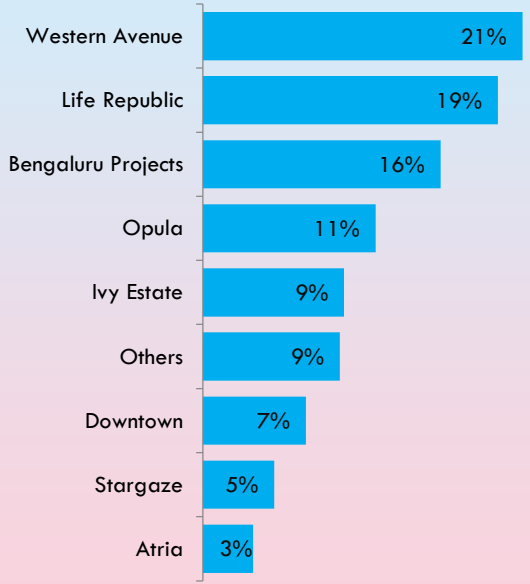
Q4 FY20 – Rs. 222 crore (CCM)



^Q4 FY20 – Rs. 280 crore (POCM)



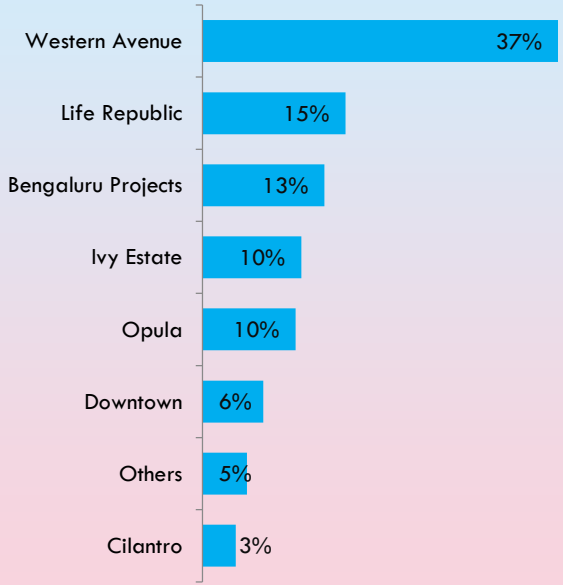
^Q4 FY19 – Rs. 380 crore (POCM)



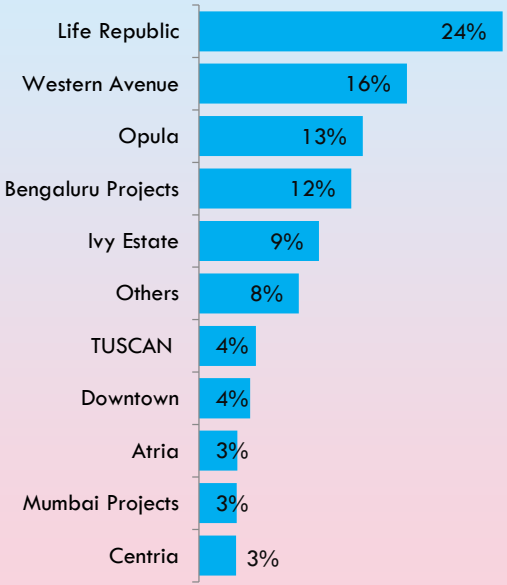
^ Note: The Company has adopted IND AS 115 during Q1 FY19, effective from 1st April 2018 and has opted for modified retrospective method. In order to facilitate like-to-like comparison and continuity of information flow, financials based on the erstwhile applicable Percentage of Completion Method (POCM)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

Revenue Recognition – FY20 vs FY19

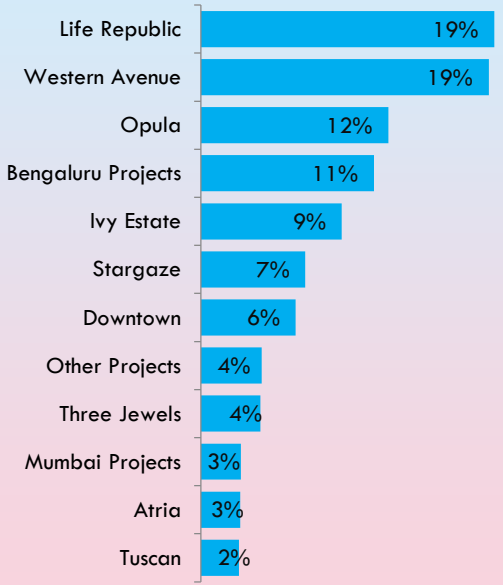
FY20 – Rs. 1,129 crore (CCM)



^FY20 – Rs. 1,226 crore (POCM)



^FY19 – Rs. 1,195 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.

Profit and Loss Snapshot – Q4 FY20 vs Q4 FY19

P&L Snapshot (Rs. crore)	Q4 FY20*	Q4 FY19	Q4 FY20	Q4 FY19^	YoY
Revenue Recognition Method	Reported CCM	Reported CCM	POCM	POCM	POCM
Revenue from Operations	221.7	195.4	279.8	379.7	-26.3%
Cost of materials consumed	175.5	67.8	182.1	226.6	-19.6%
Employee benefits expense	15.5	13.4	15.5	13.4	15.7%
Depreciation	2.9	3.6	2.9	3.6	-19.7%
Other expenses	26.9	37.5	26.9	37.5	-28.2%
Total Expenses	220.8	122.3	227.4	281.1	-19.1%
EBITDA	3.8	76.8	55.3	102.2	-45.9%
EBITDA Margin (%)	1.7%	39.3%	19.8%	26.9%	-7.2%
Finance cost	13.2	31.8	13.2	31.8	-58.4%
Other income	9.1	2.5	8.4	2.5	231.9%
Profit before tax	-3.2	43.9	47.6	69.3	-31.4%
Total tax expenses	-1.0	10.3	12.4	23.3	-46.9%
Net profit after tax (pre-MI)	-2.2	33.7	35.2	46.0	-23.5%
PAT margin (pre-MI)	-1.0%	17.2%	12.6%	12.1%	0.5%
Non-controlling interests	14.3	-6.4	4.0	0.2	
Net Profit (post-MI)	-16.4	40.4	31.2	46.1	-32.1%
PAT margin (%)	-7.4%	20.7%	12.6%	12.1%	0.5%
EPS	-2.16	5.25	4.20	5.25	

REASONS FOR VARIANCE (POCM)

≈ Higher revenue in Q4 FY19 is mainly due to first time revenue recognition of Western Avenue E & F Tower

≈ EBITDA margin in Q4 FY 20 is lower on account of reduction in revenue and 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 – FY20 vs FY19

P&L Snapshot (Rs. crore)	FY20*	FY19*	FY20^	FY19^	YoY
Revenue Recognition Method	Reported CCM	Reported CCM	POCM	POCM	POCM
Revenue from Operations	1,129.5	865.9	1,226.2	1,194.7	2.6%
Cost of materials consumed	732.7	454.3	806.9	725.3	11.3%
Employee benefits expense	58.7	53.8	58.7	53.8	9.1%
Depreciation	17.2	14.9	17.2	14.9	15.3%
Other expenses	104.5	110.6	104.5	114.1	-8.4%
Total Expenses	913.1	633.7	987.3	908.1	8.7%
EBITDA	233.6	247.1	256.1	301.6	-15.1%
EBITDA Margin (%)	20.7%	28.5%	20.9%	25.2%	-4.4%
Finance cost	79.7	92.0	79.7	92.0	-13.4%
Other income	47.0	11.1	46.3	11.1	318.2%
Profit before tax	183.7	151.3	205.5	205.8	-0.1%
Total tax expenses	84.0	51.8	56.9	72.9	-21.9%
Net profit after tax (pre-MI)	99.7	99.4	148.6	132.9	11.8%
PAT margin (pre-MI)	8.8%	11.5%	12.1%	11.1%	1.0%
Non-controlling interests	27.27	24.08	11.2	10.6	
Net Profit (post-MI)	72.4	75.6	137.5	122.5	12.2%
PAT margin (%)	6.4%	8.7%	11.2%	10.3%	1.0%
EPS	9.50	9.92	2.20	16.09	

REASONS FOR VARIANCE (POCM)

≈ 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.

≈ Finance cost has decreased due to reduction in gross debt level during the year

**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.*

KOLTE • PATIL
Creation, not Construction

Sales & Collections – Ongoing Projects – Q4 FY20

Projects	Location	Area Sold (msf.)	Sales value (Rs. mn.)	APR (Rs./sft.)	Collections (Rs. mn.)
Life Republic - Phase I & II	Hinjewadi, Pune	0.25	1,223	4,925	992
Ivy Estate	Wagholi, Pune	0.10	376	3,847	276
Tuscan	Kharadi, Pune	0.03	187	6,444	193
Downtown	Kharadi, Pune	0.01	85	6,962	91
Western Avenue	Wakad, Pune	0.04	283	7,077	907
24K Opula	Aundh, Pune	0.02	159	6,993	279
Three Jewels	Kondhwa, Pune	0.03	145	4,431	85
Stargaze	Bavdhan, Pune	0.01	74	5,974	58
Other Projects (including DMA)		0.09	521	6,077	549
Total (Pune Projects)		**0.58**	**3052**	**5,256**	**3,430**
Ragga	Hennur Road, Bengaluru	0.02	97	4,644	59
Mirabilis	Horamavu, Bengaluru				113
Exente	Hosur Road, Bengaluru	0.07	363	5,385	171
Total (Bengaluru Projects)		**0.09**	**460**	**5,210**	**343**
Jai-Vijay Society	Ville Parle (E), Mumbai	0.00	37	23,047	8
Total Mumbai Projects)		**0.00**	**37**	**23,047**	**8**
Total (Pune + Bengaluru + Mumbai Projects)		**0.67**	**3,549**	**5,292**	**3,781**

Note: APR shown is net of Anti Profiteering Benefit passed on to customers per transitional requirement under GST Act *; volume in million square feet is based on saleable area*

KOLTE • PATIL
Creation, not Construction

KPDL Project Portfolio – 31.03.20

Projects	KPDL Share	Gross Details (including partner's share) Ongoing & Unsold	Under Approval*	Land Bank
Jazz II (Opula)	100%	0.04	-	-
Atria	100%	0.04	-	-
Giga Residency	100%	-	0.60	-
Stargaze	62%	0.52	-	-
Western Avenue	100%	0.11	-	-
Ivy Estate	100%	0.59	-	-
Downtown	100%	0.01	0.60	-
Life Republic^	95%	1.53	2.80	10.35
Tuscan	51%	0.04	-	-
Three Jewels	30%	0.57	-	-
Cilantro	50%	0.01	-	-
Green Olive Venture	60%	0.05	-	-
Centria	100%	0.25		-
Pimple Nilakh	100%	-	0.60	-
Ghotawade	50%	-	-	3.20
Aundh	100%	-	-	1.00
Kalyani Nagar	100%	-	-	1.00
Boat Club Road	100%	-	0.36	-
Pune Total:		**3.77**	**4.96**	**15.55**

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%	0.20	-	-
Mirabilis	70%	0.01	-	-
Exente	100%	0.29	-	-
24K Grazzio	100%	0.19	-	-
Bengaluru Total:		**0.70**	**0.00**	**0.00**

Overall Projects		Ongoing & Unsold	Under Approval*	Land Bank
Total:	**26.22**	**4.51**	**5.49**	**16.22**

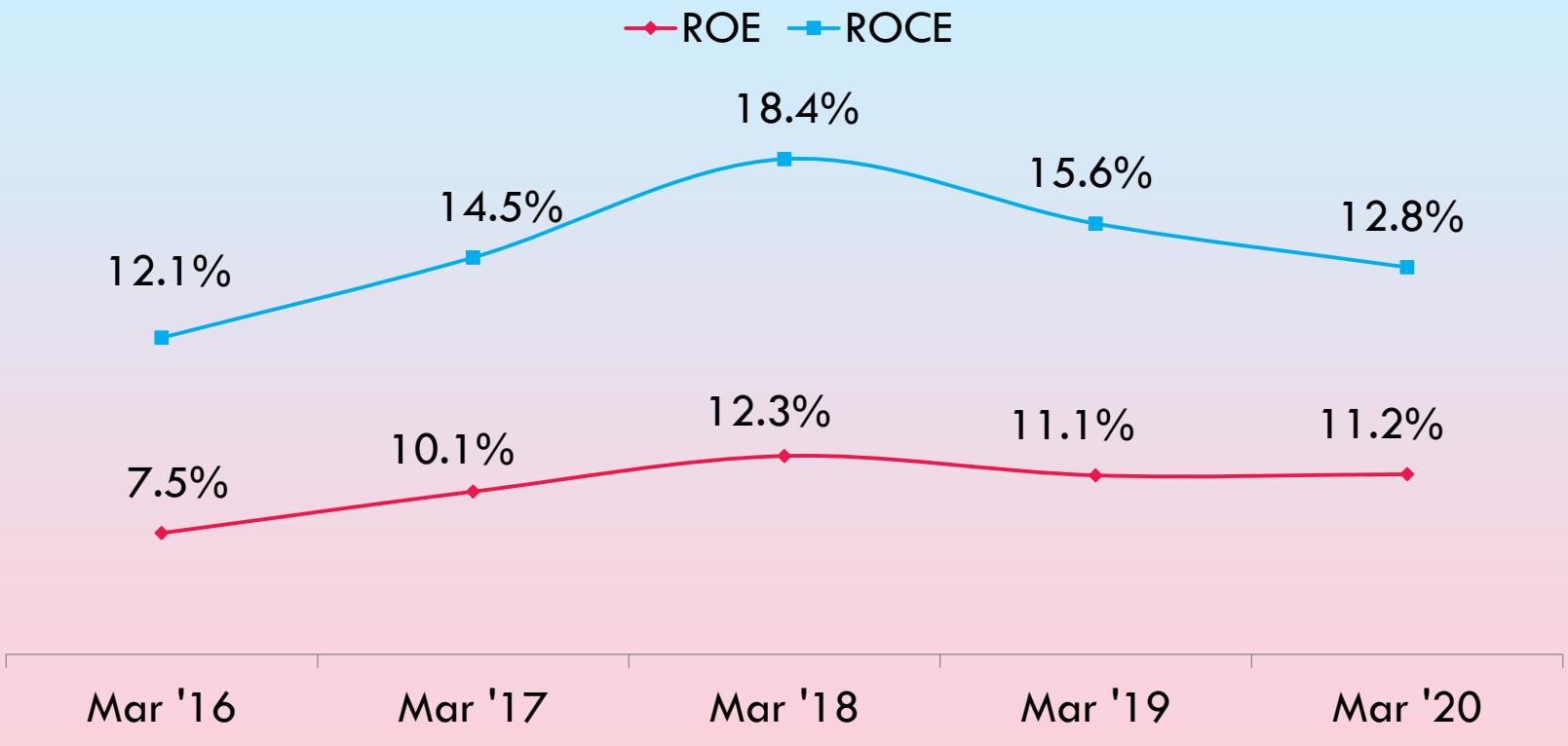
DMA Projects	Ongoing & Unsold	Under Approval*	Land Bank
DMA	**0.25**	**0.93**	**-**

**Upcoming projects in the next 12 months*

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

KOLTE • PATIL
Creation, not Construction

Healthy Return Ratios



Note: Numbers on POCM basis

Business Outlook

Sector consolidation

- First round of consolidation resulted from implementation of RERA and GST benefiting organized, execution-focused developers.
- Covid-19 to result in second round of consolidation and benefit strong balance sheet developers like KPDL

Diversifying geographical presence

- 1.2 msf across 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

Demand

- India is expected to be the one of the first economies to recover. Expect housing demand green shoots around Diwali and healthy recovery around December 2020 onwards.
- Investor led demand is also expected to see revival

Operational Excellence

- Focus to be faster sales, approvals, construction and collection
- Strong digital connect to act as an incremental sales channel
- Prudent investments in technology to reduce construction time

Healthy RoCE

- Successful implementation of strategy driving strong return profile with ROCE of 13% in 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

KOLTE • PATIL
Creation, not Construction

Brand, Marketing Awards

Best Realtor 2019 KPDL
By Times Realty Icons

Brand Excellence in Real Estate Sector by ABP News

Developer of the Year Residential by CNN NEWS18

Project Awards

Integrated township of the year by CNN NEWS18

Most Trusted Brand by ET Now

Luxury Project of the year- 24K Stargaze by ET Now

Innovative marketing campaign of the year –Life Republic Zabardus Campaign by ET Now

CSR Initiative of the Year in Real Estate Sector by ET Now

Developer of the Year Residential by Realty Plus

Integrated brand campaign of the year – Life Republic Zabardus Campaign by Realty Plus

Luxury Project of the year- 24K Stargaze by Realty Plus

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

For further information, please contact:

Vikram Rajput
Kolte-Patil Developers Ltd.,
502, The Capital, BKC, Mumbai
Tel: +91 960 799 6930
Email: vikram.rajput@koltepatil.com

Shiv Muttoo / Shruti Joshi
CDR, India
Tel: +91 983 355 7572/ +91 750 656 7349
Email: shiv@cdr-india.com
shruti@cdr-india.com

KOLTE • PATIL
Creation, not Construction

BIGGER. BETTER. FASTER.

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

Thank You