KOLTE • PATIL
Creation, not Construction

KOLTE-PATIL DEVELOPERS LIMITED

Q4 FY2019 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

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Kolte-Patil Developers: At a Glance

#1

Residential real estate player in Pune

(Awarded as Most Reputed Brand in Pune)

2+

Decades of presence being incorporated in 1991

Pipeline

30 million square feet of projects under execution and approval

NSE/BSE Listed

IPO in Dec 2007

>18MSF

of units delivered across Pune, Bengaluru and Mumbai

15.6%

ROCE - strong returns profile

A+/Positive

Highest rated residential player By CRISIL

Shareholding

74.5%	11.1%	14.4%
Promoters	DII/Others	FII's

Diversifying Presence

Mumbai and Bengaluru expected to grow to ~25% of sales by 2020

Key Investors

1. Pabrai Funds - 8.6%
2. Goldman Sachs - 3.9%

Impact of Application of IND AS-115

- MCA (Ministry of Corporate Affairs, Government of India) notified IND-AS 115 (Revenue from Contracts with Customers) on 28th March 2018, applicable for the sector beginning on or after 1st April 2018
- In the erstwhile accounting standards coupled with the guidance note of ICAI (Institute of Chartered Accounts of India), revenue used to be recognized based on Percentage of completion method (POCM)
- As per AS-115, Revenue shall be recognised when the entity transfers the control of goods or services to the customer. In other words, entity shall "satisfy its performance obligation" to the customer to recognise the revenue. "Satisfying the performance obligation" in the context of real estate industry means, completion of all obligations by a developer and intimating the customers our readiness for handing over the unit
- The Group has applied the modified retrospective approach to contracts that were not completed as of April 1, 2018. The transitional adjustment of Rs. 217 crore [net of deferred tax] has been adjusted against opening balance of retained earnings in accordance with the requirements of IND AS 115 based on performance obligation satisfied at a point in time.
- There is no impact on agreements with our customers and the consequent cash flows which continue to be robust

Commenting on the performance for Q4 FY2019, Mr. Gopal Sarda, Group CEO, Kolte-Patil Developers Limited said:

"FY19 marked significant milestones in our corporate journey, during the year we recorded 28% higher sales at 2.7 million square feet on the back of successful project launches, we also improved collections from customers, focused on timely deliveries and invested in buying out our partners' stakes in some of our key projects, thereby creating a strong framework for sustainable long term growth.

Our sales trajectory expanded with significant contributions from MIG and Affordable Housing projects. Life Republic has been a significant driver of our performance where volumes have more than doubled over the previous year. Ivy Estate and Stargaze were other key contributors. Sales acceleration has been backed by continued focus on project execution, while collections in some projects are based on deferred payment plans resulting in back-ended cash inflows. However, on an overall basis, collections during the year remained strong at Rs. 1,179 crore, the highest in our history. We now expect strong cash flows in the current year as payments linked to construction-based milestones are received from customers. Also, we delivered 2,108 apartment units aggregating to 2.2 million square feet in FY19 after obtaining occupation certificates.

As we look to scale the business to the next level of growth, we have entered into a share purchase agreement to buy-out the 50% stake held by ICICI Ventures in KPDL's flagship township project, Life Republic. Following the buy-out of our partners' shares in Life Republic and Downtown, payout for minority interest is slated to reduce and our economic interest across all our projects now increases from ~60% to ~90%, which will result in significant value creation for all stakeholders. We are focusing on customer collections and bank loans to support our financing requirements. In this respect, CRISIL's revision of outlook from Stable to Positive on its A+ rating of our long term debt supports our objective of reducing finance cost significantly.

In FY20, we expect to deliver further acceleration in our sales volume based on growing visibility from Pune and increasing contribution from Mumbai and Bengaluru. Faster execution of running projects will be supported by new project acquisitions – we are evaluating potential acquisition of land parcels through outright purchases and structured deals with land owners. We also have several development management agreements in the pipeline that will allow us to leverage the strong customer proposition of the Kolte Patil brand to create capital-light business opportunities. We see our focus on 360 degree operational excellence driving sales, revenue and profitability on a diversified operating base to create long term growth opportunities.

We are also enthused about the formation of a strong government with a majority mandate at the centre, which we believe will create a robust growth and governance framework that expands longer-term macro growth opportunities for the country. Acceleration of reforms and decision-making processes should result in rising consumer confidence, including in key sectors like real estate, where buyers are already getting more comfort from the strong regulatory and execution structures implemented over the last five years."

Operational Highlights – Q4 & FY19

New area sales	Q4 FY19	Q4 FY18	YoY	FY19	FY18	YoY
Volume (million sq. ft.)	0.63	0.49	28.7%	2.7	2.1	28.3%
Value (Rs. million)	3,553	2,785	27.6%	14,316	11,980	19.5%
Realization (Rs./Sq. ft.)	5,623	5,673	-0.9%	5,372	5,765	-6.8%
Collections (Rs. million)	3,085	3,772	-18.2%	11,791	11,090	6.3%

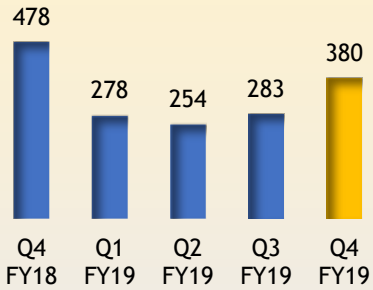
- **Recorded 2.7 msf of sales volumes in FY19, higher by 28% YoY – in line with guidance set at the beginning of the year; booking value up 20% YoY**
  - Life Republic recorded close to 1 msf of sales in FY19 where volumes jumped 2.7x YoY on the back of strong response to new launches during the year
  - Ivy Estate was another key driver of volumes during the year
  - Collections were healthy to the tune of Rs 1,179 crore – trajectory to improve with planned deliveries over the next few quarters
  - Average realization is down on account of change in product mix with greater contribution from Ivy Nia' and Life Republic
- **Strong quarterly sales momentum maintained, volumes up 29% YoY to 0.6 msf in Q4 FY19; booking value up 28% YoY to Rs 355 crore; collections up 15% QoQ**
  - Driven by success of recent launches at Life Republic, Western Avenue, and Tuscan projects
  - Ivy Estate, Bengaluru and 24K projects were other key contributors
- **Acceleration expected in sales volumes in FY20**
  - Current focus will be on execution of inventory of ongoing projects to the tune of ~8 msf
  - The Mumbai DCR2034 transition policy will facilitate the launch of Mumbai projects
- Preparing for next level of growth - evaluating potential acquisition of additional land bank through outright purchases/JDA/DMA with land owners/other developers
- **2.2 msf (2,108 units) delivered and obtained OC at the end of FY19 at Life Republic, Ivy Estate, Stargaze, 24K Opula, Western Avenue, Downtown, Tuscan and**
  - Expecting completion of ~1.8 msf ready for deliveries over the next 3 months, which includes completion of another 1 msf in Bengaluru

Key Development – Life Republic Buyout

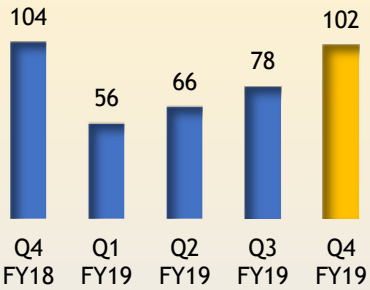
- Entered into a share purchase agreement to buy-out the 50% stake held by ICICI Venture for Rs 210 crore, to be disbursed in three tranches over 18 months, funded partly through internal accruals and bank borrowings
- KPDL's economic interest in Life Republic will increase to 95%, and the Company's overall economic interest in its entire portfolio of projects will rise from ~60% to ~90%
- Earlier payment of Rs. 70 crore towards Convertible Preference Shares and Debentures will also be considered as a part of the deal
- In addition, 12 acres of land in Life Republic with FSI equivalent to 1 million square feet, will be allocated to ICICI Ventures contingent upon the project obtaining complete approvals required to expand FSI allocation to 1.0 from the present 0.5
- Construction and development costs of the said FSI will be undertaken independently by ICICI Ventures
- Recent launches have received a strong response with sales of ~1.0 msf over the last year
- The first phase of the project has been completed and delivered within the stipulated delivery period and is currently home to 8,000 residents
- Total saleable area of the project is ~20 msf and will drive the Company's revenue, profits and cash flows in a significant manner over the next 12-15 years

Performance Highlights – Q4 FY19

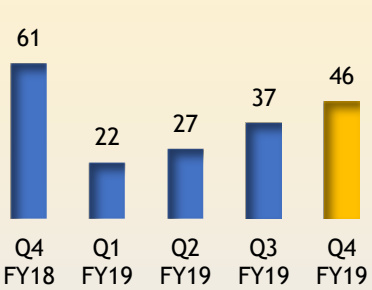
Revenue, Rs. Crore



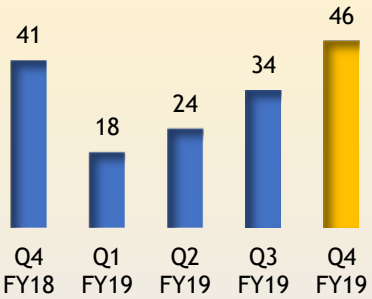
EBITDA, Rs. Crore



PAT (Pre-MI), Rs. Crore

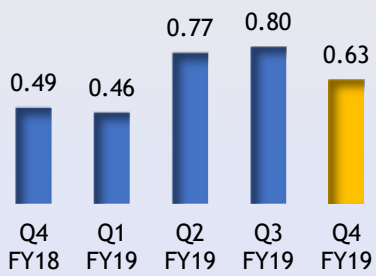


PAT, Rs. Crore

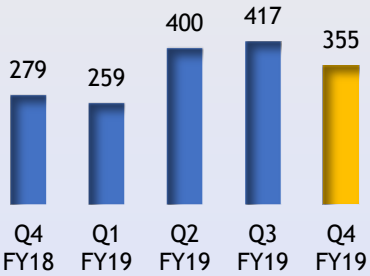


Note: **Since there is a change in accounting standard for revenue recognition, the reported numbers for FY19 numbers as per AS-115 can not be compared with previous year figures (refer slide 5). Hence for comparative purposes POCM numbers have been included above.**

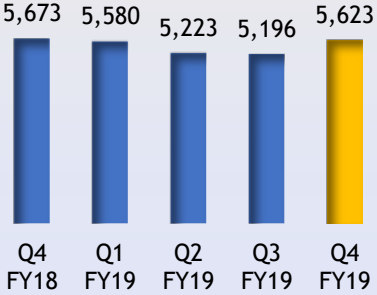
Sales Volume, mn sq. ft



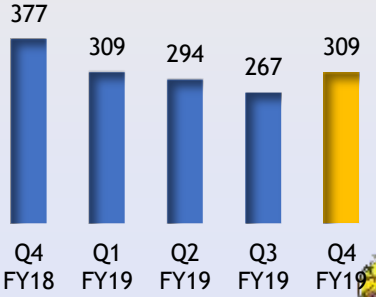
Sales value, Rs. Crore



APR, Rs./sft

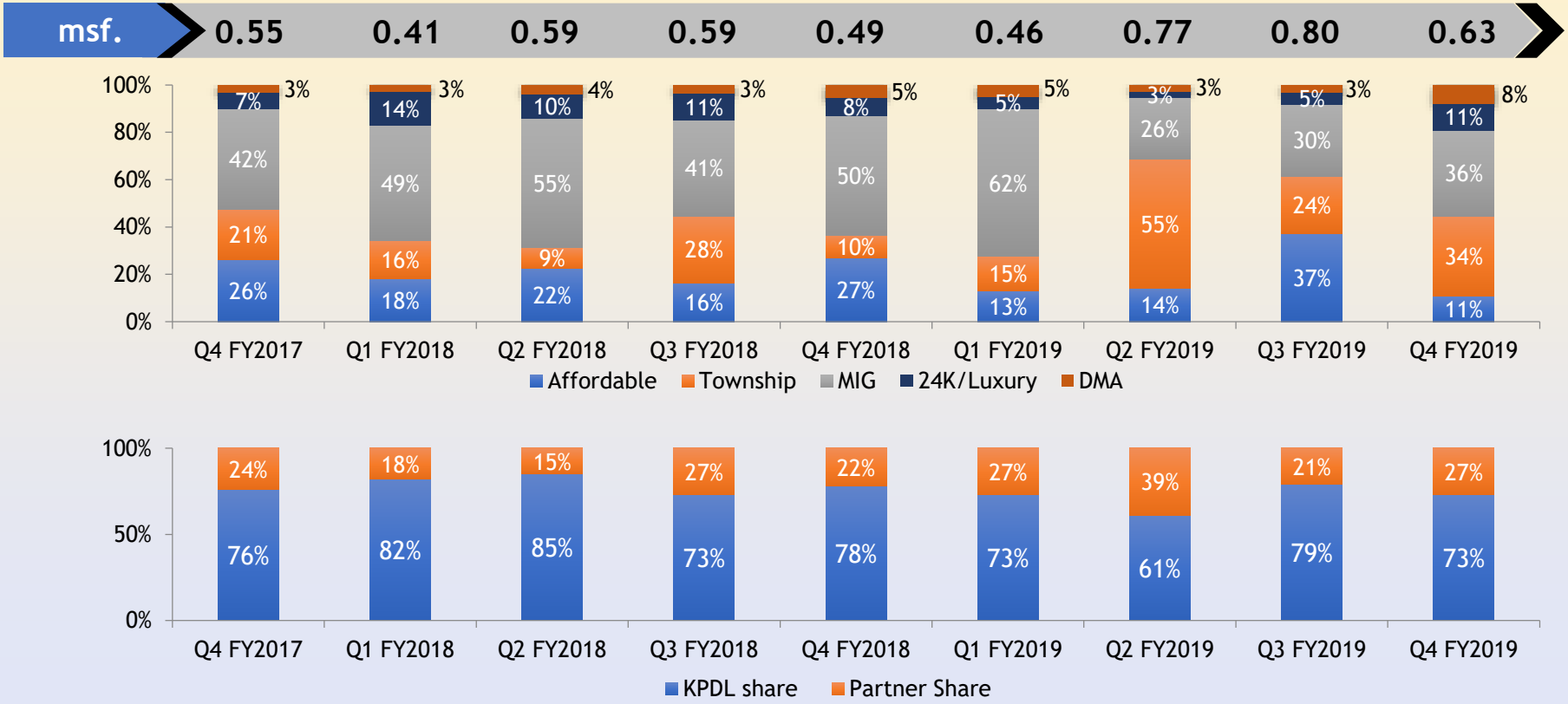


Collections, Rs. Crore



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

New Sales Analysis - Q4 FY19



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

Abridged Cash Flows

Abridged Cashflows - Unaudited (Rs. crore)	Q4 FY19 (Un-Audited)	FY19 (Un-Audited)
Opening Balance	99	117
Operating Cashflow		
Collections	309	1,179
Construction Cost	161	657
Other Expenses(Including Customer Refund)	50	172
Direct & Indirect Taxes	21	101
Financing & Investing Activities		
Interest	15	53
OD/CC Movement	(88)	(183)
OCD/CCD Redemption	3	23
Dividend		15
TDR/Premium Costs/JV Partner	43	220
Debenture interest	17	17
Purchase of OCPRS & OCD's of LR from ICICI	70	70
KPRE Buyout (Including Taxes)	33	67
Other Investments	16	16
Closing Balance	67	67

Consolidated Debt Profile

Consolidated Debt Profile (Rs. crore)	31st Mar, 2019		31st Dec, 2018		31st Mar, 2018 (Audited)
	CCM	POCM^	CCM	POCM^	POCM
Networth	**840**	**1,100**	809	1,062	984
Gross debt	**807**	**807**	764	764	689
Less: OCD / CCD / OCRPS / Zero Coupon NCD*	**224**	**224**	269	269	289
Debt	**583**	**583**	495	495	400
Less: Cash & cash equivalents & Current Investments	**67**	**67**	99	99	117
Net debt	**517**	**517**	396	396	283
Net debt to equity	**0.62**	**0.47**	0.49	0.37	0.29

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

- Increase in debt on account of the following reasons:
  - Construction costs as a percentage of collections at 56% in FY19 vs 49% in FY18 (Rs 657 cr in FY19 vs Rs 545 cr in FY18, up 21% YoY)
  - Buy-out of IL&FS stake in Downtown project and ICICI Ventures stake in Life Republic
  - Few projects with deferred payment schedules where working capital funding has been utilised

- Consolidation of stake in Life Republic to result in significant savings in debenture interest and enhance profitability going forward

Note: The Ministry of Corporate Affairs ("MCA") in March 2018 notified Ind AS 115, Revenue from Contract with Customers w.e.f. 1st April 2018. The Group has applied the modified retrospective approach under Ind AS 115 to contracts that were not completed as at 1st April 2018 and the cumulative effect of applying this standard is recognised at the date of initial application i.e. 1st April 2018 in accordance with Ind AS 115 as an adjustment to opening balance of retained earnings. The transitional adjustment of Rs. 217 crore [net of deferred tax] has been adjusted against opening balance of retained earnings in accordance with the requirements of Ind AS 115 based on performance obligation satisfied at a point in time and resulted in the notional increase in net debt to equity.

Profit and Loss Snapshot – FY19 vs FY18

P&L Snapshot (Rs. crore)	FY19*	FY19^	FY18	YoY
Revenue Recognition Method →	**Reported CCM**	**POCM**	**POCM**	**POCM**
Revenue from Operations	869.3	1,194.7	1,402.7	-14.8%
Cost of materials consumed	454.3	725.2	966.2	-24.9%
Employee benefits expense	53.8	53.8	38.0	41.7%
Depreciation	14.9	14.9	15.4	-2.7%
Other expenses	114.1	114.1	96.0	18.9%
Total Expenses	**637.1**	**908.1**	**1,115.5**	-18.6%
EBITDA	**247.1**	**301.6**	**302.5**	-0.3%
EBITDA Margin (%)	**28.4%**	**25.2%**	**21.6%**	3.7%
Finance cost	92.0	92.0	98.7	-6.8%
Other income	11.1	11.1	14.3	-22.8%
Profit before tax	**151.2**	**205.8**	**202.8**	1.5%
Total tax expenses	51.8	72.9	49.2	48.0%
Net profit after tax (pre-MI)	**99.4**	**132.9**	**153.6**	-13.5%
PAT margin (pre-MI)	**11.4%**	**11.1%**	**10.9%**	0.2%
Non-controlling interests	24.01	10.59	32.10	-67.0%
Net Profit (post-MI)	**75.4**	**122.3**	**121.5**	0.7%
PAT margin (%)	**8.7%**	**10.2%**	**8.7%**	1.6%
EPS	9.92	16.11	16.03	

REASONS FOR VARIANCE

- Key revenue drivers in FY19 as per POCM accounting were Life Republic, Western Avenue, 24K projects, Bengaluru projects and Ivy Estate
- EBITDA margins in FY19 as per POCM stood at 25.2%, up 370 bps YoY
- Finance costs breakup: Bank interest – Rs. 46 crore, Debenture interest to towards private equity partners – Rs 55 crore
- In lieu of the earlier payment of Rs. 70 crore paid towards Convertible Preference Shares and Debentures, the Company has carried out a fair valuation of its investments in KPIT in form of OCRPS and OCDs and the resultant charge of Rs. 27.3 crore has been debited to P&L in Q4; adjusted for this, PBT (POCM) stood at Rs. 233.1 crore, up 15% YoY and PAT at Rs. 142 crore, up 17% YoY
- For FY18 (POCM), adjusted for the strategic divestment in Wakad of Rs. 182 crore, Revenue stood at Rs. 1,221 crore, EBITDA stood at Rs. 305 crore, EBITDA margins stood at 25.0%, PAT margins at 11.1%

**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, financials based on the previously applicable Percentage of Completion Method (POCM) of accounting for revenue recognition have also been included.*

Profit and Loss Snapshot – Q4 FY19 vs Q4 FY18

P&L Snapshot (Rs. crore)	Q4 FY19*	Q4 FY19^	Q4 FY18	YoY
Revenue Recognition Method →	Reported CCM	POCM	POCM	POCM
Revenue from Operations	195.4	379.7	477.7	**-20.5%**
Cost of materials consumed	67.8	226.6	331.2	-31.6%
Employee benefits expense	13.4	13.4	9.3	44.5%
Depreciation	3.6	3.6	4.8	-25.3%
Other expenses	37.5	37.5	33.3	12.6%
Total Expenses	**122.3**	**281.1**	**378.6**	**-25.7%**
EBITDA	**76.8**	**102.2**	**103.9**	**-1.7%**
EBITDA Margin (%)	**39.3%**	**26.9%**	**21.8%**	**5.2%**
Finance cost	31.8	31.8	26.8	18.4%
Other income	2.5	2.5	7.1	-64.4%
Profit before tax	**43.9**	**69.3**	**79.4**	**-12.7%**
Total tax expenses	10.3	23.3	18.1	28.8%
Net profit after tax (pre-MI)	**33.6**	**46.0**	**61.3**	**-24.9%**
PAT margin (pre-MI)	**17.2%**	**12.1%**	**12.8%**	**-0.7%**
Non-controlling interests	-6.49	0.18	20.71	-99.1%
Net Profit (post minority interest)	**40.1**	**45.9**	**40.6**	**12.9%**
PAT margin (%)	**20.5%**	**12.1%**	**8.5%**	**3.6%**
EPS	5.25	6.04	5.36	

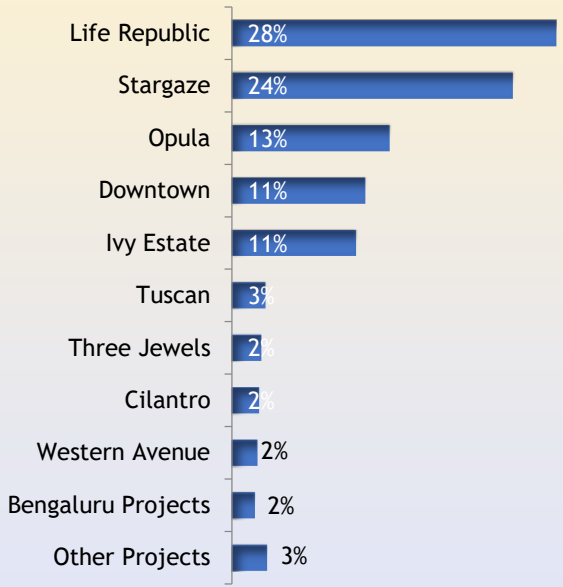
REASONS FOR VARIANCE

- Revenue in Q4 FY19 on POCM basis driven by Western Avenue, Life Republic, Bengaluru projects, 24K projects and Ivy Estate
- EBITDA margin expands 520 bps YoY in Q4 FY19 on POCM basis to 26.9%

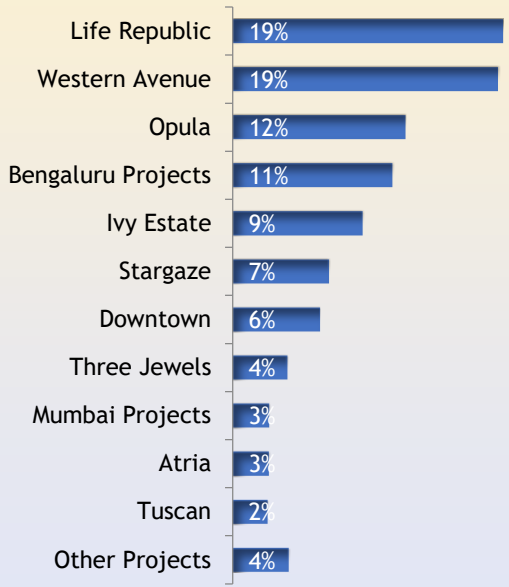
**Note: The Company has adopted IND AS 115 (Completion Contract Method – CCM) during Q1 FY19, effective from 1st April 2018 and has opted for modified retrospective method; ^In order to facilitate like-to-like comparison, financials based on the previously applicable Percentage of Completion Method (POCM)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

Revenue Recognition – FY19 vs FY18

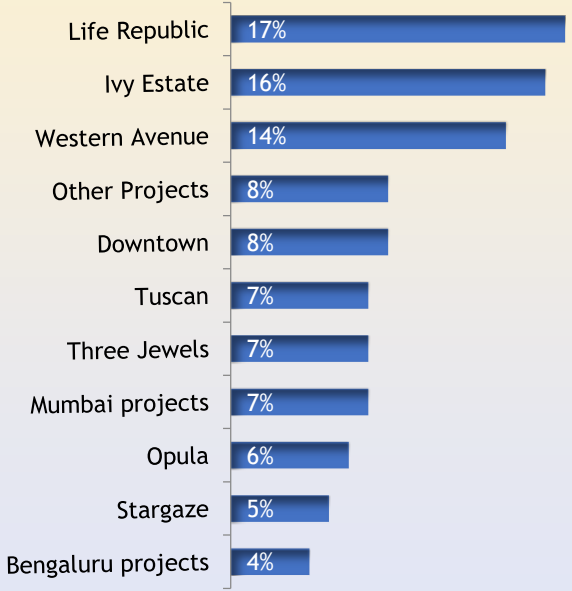
FY19 – Rs. 869 crore (CCM)



FY19 – Rs. 1,195 crore (POCM)



FY18* – Rs. 1,221 crore (POCM)

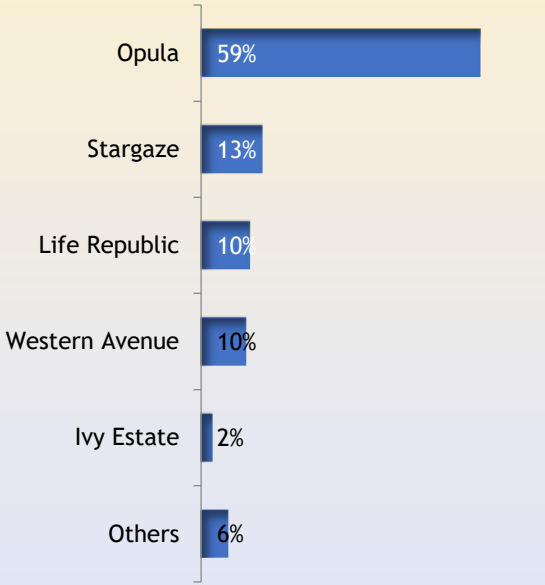


*adjusted for Wakad land sale

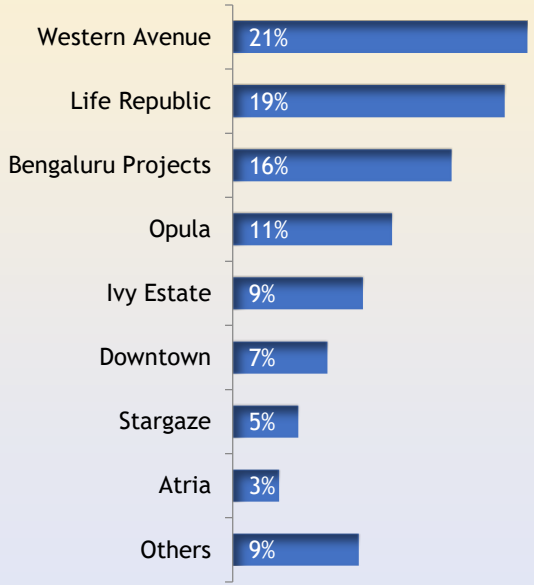
Note: The Company has adopted IND AS 115 during Q1 FY19, effective from 1st April 2018 and has opted for modified retrospective method. In order to facilitate like-to-like comparison, financials based on the erstwhile applicable Percentage of Completion Method (POCM) of accounting for revenue recognition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

Revenue Recognition – Q4 FY19 vs Q4 FY18

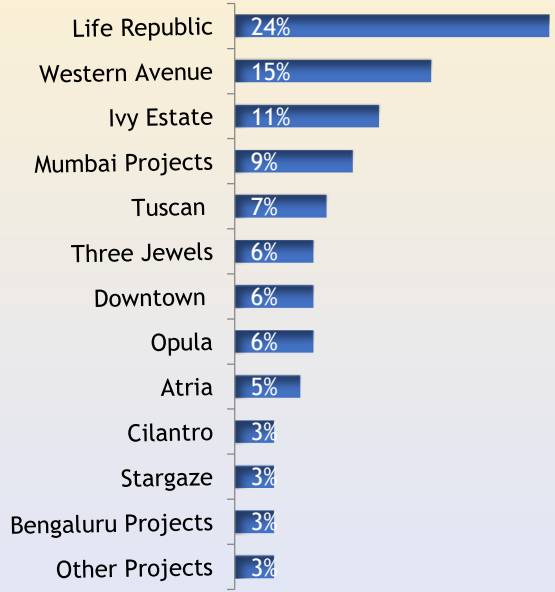
Q4 FY19 – Rs. 195 crore (CCM)



Q4 FY19 – Rs. 380 crore (POCM)



Q4 FY18 – Rs. 478 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, financials based on the erstwhile applicable Percentage of Completion Method (POCM) of accounting for revenue recognition have also been included.

Sales & Collections – Ongoing Projects – Q4 FY2019

Gross Details (including partner's share)

Projects	Location	Area Sold (msf.)	Sales value (Rs. mn.)	Avg. Realization (Rs./sft.)	Collections (Rs. mn.)
Life Republic	Hinjewadi, Pune	0.21	980	4,591	655
Ivy Estate	Wagholi, Pune	0.05	215	4,151	232
Tuscan	Kharadi, Pune	0.05	296	6,462	47
Downtown	Kharadi, Pune	0.01	47	8,398	140
Western Avenue	Wakad, Pune	0.11	710	6,619	414
Jazz II (Opula)	Aundh, Pune	0.06	423	6,977	336
Three Jewels	Kondhwa, Pune	0.02	83	5,232	105
Rutu Bavdhan (Stargaze)	Bavdhan, Pune	0.00	19	6,182	417
Other Projects (including DMA)		0.09	578	6,646	302
Total (Pune Projects)		**0.59**	**3,352**	**5,675**	**2,647**
Raaga	Hennur Road, Bengaluru	0.01	24	4,612	68
Mirabilis	Horamavu, Bengaluru	0.02	82	4,986	197
Exente	Hosur Road, Bengaluru	0.02	96	4,867	146
Total (Bengaluru Projects)		**0.04**	**201**	**4,882**	**411**
Link Palace Society	Khar (W), Mumbai				
Jai-Vijay Society	Ville Parle (E), Mumbai	0.001	18	24,709	27
Sagar Vaibhav Society	Dahisar (W), Mumbai				
Total (Mumbai Projects)		**0.001**	**18**	**24,709**	**27**
Total (Pune + Bengaluru + Mumbai Projects)		**0.63**	**3,553**	**5,623**	**3,085**

Note: *Collections do not include contribution from DMA projects (Rs 68 crore in FY19); volume in million square feet is based on saleable area*

KPDL Project Portfolio – 31.03.2019

Gross Details (including partner's share)

Pune Projects	KPDL Share	Ongoing & Unsold	Upcoming *	Land Bank
Jazz II (Opula)	100%	0.20	-	-
Atria	100%	0.07	-	-
Giga Residency	100%	0.32	-	-
Stargaze	62%	0.57	-	-
Western Avenue	100%	0.31	-	-
Ivy Estate	100%	0.90	-	-
Downtown	100%	0.03	0.60	-
Life Republic^	95%	2.28	1.45	12.00
Tuscan	51%	0.16	-	-
Three Jewels	70%	0.65	-	-
Cilantro	50%	0.03	-	-
Green Olive Venture	60%	0.09	-	-
Centria	100%	0.36		-
Pimple Nilakh	100%			0.60
Ghotawade	50%	-	-	3.20
Aundh	100%	-	-	1.00
Kalyani Nagar	100%	-	-	0.60
Boat Club Road	100%	-	-	0.30
Pune Total:		**5.97**	**2.05**	**17.70**

Gross Details (including partner's share)

Mumbai Projects	KPDL Share	Ongoing & Unsold	Under Approval*	Land Bank
Jai Vijay	100%	0.05	-	-
Other Mumbai projects	100%	-	-	1.20
Mumbai Total:		**0.05**	**0.00**	**1.20**

Bengaluru Projects	KPDL Share	Ongoing & Unsold	Under Approval*	Land Bank
Raaga	100%	0.27	-	-
Mirabilis	70%	0.02	-	-
Exente	100%	0.42	-	-
24K Grazzio	100%	0.20	-	-
Bangalore Total:		**0.91**	**0.00**	**0.00**

Overall Projects	KPDL Share	Ongoing & Unsold	Under Approval*	Land Bank
Total: ~27.9 MSF		**6.93**	**2.05**	**18.90**

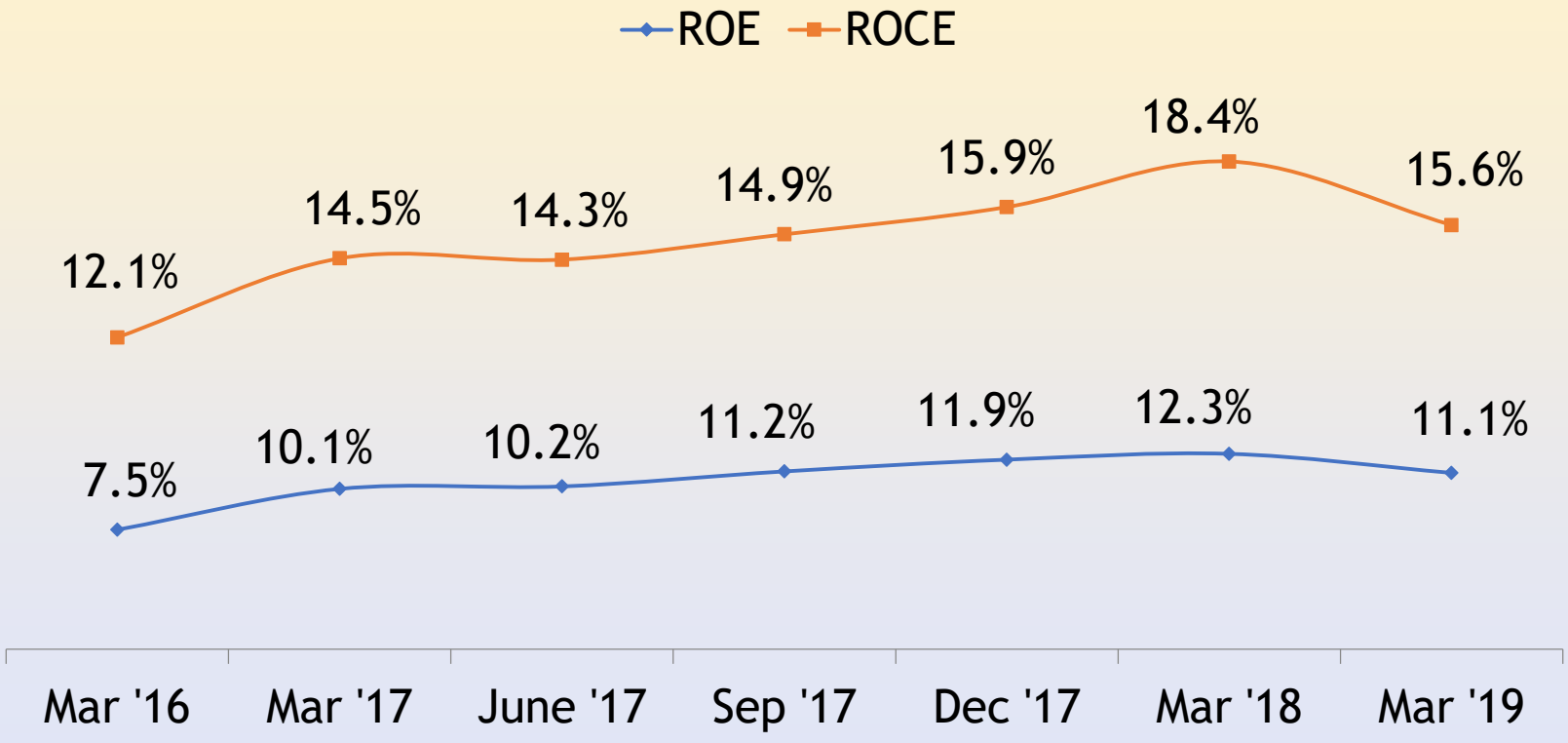
**Upcoming projects in the next 12 months*

Note:

Saleable area 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

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

- 1.4 msf across 14 asset-light society redevelopment projects in Mumbai
- To launch upscale Koramangala project in Bengaluru in FY19
- Mumbai and Bengaluru expected to grow to ~25% of sales by 2020

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

AFFORDABLE HOUSING OPPORTUNITIES IN EXISTING PROJECTS

- ~3 msf in subsequent phases of existing projects Life Republic and Ivy Estate likely to get classified under Section 80 IB Affordable Housing Scheme wherein there will be zero tax outgo

ROCE EXPANSION

- Successful implementation of strategy driving strong return profile with ROCE of 15.6% in FY19
- 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

- Potential acquisition of 10-12 msf additional land bank through outright purchases/JDA with land owners – ~1.5 msf for luxury projects, ~3.5 -4 msf for affordable housing, remaining for MIG housing

FUND RAISING PLANS

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

Brand, Marketing & HR Awards

Economic Times

Brand of the Year 2019 KPDL

Innovative marketing campaign of the year 2019 Oro Avenue

Realty Plus

Developer of the Year 2019 KPDL

Project Awards

Economic Times

Residential Property of the Year 2019
Oro Avenue

Residential Property of the Year 2019
Western Avenue

Realty Plus

Residential Complex of the Year 2019
Three Jewels

Integrated Township Project of the year 2019
Ivy estate

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 ~15 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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