



Kolte-Patil signs three new projects with a combined saleable area of ~2.2 msf in Pune under capital light models

Expected Total Topline of ~Rs. 1,500 crore and KPDL PBT of ~Rs. 220 cr

Pune, February 02, 2021: Kolte-Patil Developers Limited (BSE: 532924, NSE: KOLTEPATIL; KPDL), a leading Pune based real estate developer, with growing presence in Mumbai and Bengaluru, today announced the signing of three new projects in Pune under various capital light models.

Kolte-Patil has established itself as one of the most preferred and trusted brand for customers and channel partners in Pune with continued success across micro markets under various economic cycles. These new projects will further strengthen the Company's market position in Pune market. All the three locations of the new projects are established micro-markets within Pune and are strategically located with multiple schools, hospitals, retail and residential spaces in close proximity.

Below table includes the project details -

Sr. No.	Location	Plot Area	Saleable Area (million sq. ft.)	Use	Structure
1	Baner	7.5 acres	~1.33	Mixed Use	Revenue Share
2	Moshi	7.9 acres	~0.63	Residential	Profit Share
3	Wagholi	2.3 acres	~0.25	Residential	Profit Share

Commenting on this key development, Mr. Gopal Sarada, Group CEO, Kolte-Patil Developers Ltd. said, *"We are excited to add these projects in Pune to our portfolio under revenue share and profit share structures. The refundable deposits involved in these deals are quite nominal especially compared with the profitability upside available. This is in line with our strategy of reinforcing our dominant position in Pune market with capital light and structured transactions.*

We are happy with the progress we have made w.r.t. business development since the lockdown started. The pandemic has resulted in rationalization of expectations from the real estate ecosystem enabling capital light business development opportunities with healthy returns. Given our strong brand name and execution capabilities, increasing number of landowners and developers are keen to associate with us at fair terms making it a win win situation for all stakeholders. We are looking forward to announce meaningful (both in terms of area and value) additions to our portfolio across Pune, Bengaluru and Mumbai. Structured transactions with a low debt balance sheet like KPDL's ensure profitable, scalable and sustainable growth, positive operating cash flows and healthy ROCE and IRR."

About Kolte-Patil Developers Limited

Kolte-Patil Developers Ltd. (BSE: 532924, NSE: KOLTEPATIL; KPDL), incorporated in 1991, is a leading real estate company with dominant presence in the Pune residential market, and growing presence in Mumbai and Bengaluru. Kolte-Patil is a trusted name with a reputation for high quality standards, design uniqueness, corporate governance, transparency and for delivery of projects in a timely manner. The company has developed and constructed over 50 projects including residential complexes, integrated townships, commercial complexes and IT Parks covering a saleable area of ~20 million square feet across Pune, Mumbai and Bengaluru. Several of the company's projects have been certified by the Indian Green Building Council (IGBC). KPDL markets its projects under two brands: 'Kolte-Patil' (addressing the mid-income segment) and '24K' (addressing the premium luxury segment).

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 signed ten projects (two completed, three nearing launch, five future projects) till date at prime locations across the city.

KPDL has seamlessly navigated varied economic cycles enabled by one of the lowest debt levels in the sector. The Company's long-term bank debt and non-convertible debentures have been rated 'A+ / Stable' by CRISIL, the highest rating accorded by CRISIL to any publicly listed residential real estate player in India. The Company's growth trajectory, internal processes and corporate governance practices have benefitted from partnerships with marquee financial institutions like KKR, JP Morgan Asset Management, Portman Holdings, ASK Capital, Motilal Oswal and ICICI Ventures.

Over the years, KPDL has received multiple awards and recognitions including Asia's greatest Brand 2017 by AsiaOne, The Economic Times – The Game Changers of Maharashtra 2018, Times Realty Icons - Best Realtor 2019, CNN NEWS18 - Developer of the Year Residential 2019, ET Now - Most Trusted Brand India's 2019 and Top Challengers 2019-20 by Construction World Global Awards Online.

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

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