Kolte-Patil Developers Limited

VISIBILITY.
PREDICTABILITY.
SUSTAINABILITY.

Q3 & 9M FY23 | **Results Presentation**

Disclaimer

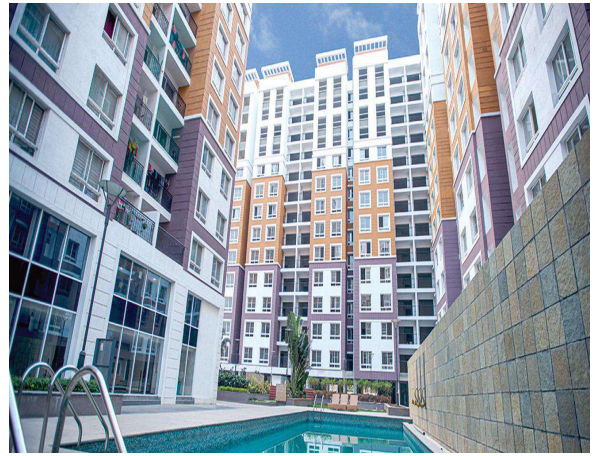
Certain statements in this communication may be 'forward looking statements' within the meaning of applicable laws and regulations. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by 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 labor 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

Life Republic - Pune

Verve - Mumbai

Raaga - Bengaluru



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Power Of Discipline – Deliver More With Less

- Asset-light growth
- Sustained market leadership
- Successive years of debt reduction
- ROCE ~13% (4-year average)
- Among the healthiest sectorial sales throughputs
- Consistently positive operating cash flows
- Sound capital allocation
- Diversifying geographical presence
- Stronger sales pipeline for next round of growth
- Collections trending higher
- Sales and marketing cost efficiencies
- Benchmark credit-rating

Kolte-Patil Developers: At a Glance

Leading
Residential real estate player in Pune
(Awarded as Most Reputed Brand in Pune)

3 Decades
of presence being incorporated in 1991

~34 MSF
Project portfolio - under execution, approval, land bank and DMA

> 25 MSF
of area delivered across Pune, Bengaluru and Mumbai

~13%
Four year RoCE average – strong returns profile

Diversifying Presence
Mumbai and Bengaluru contribution was 21% in 9M FY23 (Sales Value)

Shareholding
Promoters: 74.45%
Institutions: 6.22%
Others: 19.33%

Long Term Bank Loan Facilities
A+/Stable (CRISIL)

NSE/BSE Listed
IPO in Dec 2007

CEO's Message

Commenting on the performance for Q3 FY23 Mr. Rahul Talele, Group CEO, Kolte-Patil Developers Limited said

"At KPDL, we have been surpassing our past performance progressively to hit new milestones. For Q3FY23, we reported highest ever quarterly pre-sales of Rs. 716 crore, marking a growth of 95% QoQ and 28% YoY. Volumes crossed the 1 mn. sq ft. mark, once again the first time in any single quarter, indicating our ability to scale operations and gain customer traction. We continue to see significant demand across product segments and the geographies of our presence. During the quarter, we launched six new projects across Pune and Mumbai, which contributed 57% to sales. I am extremely happy to share that we achieved an important milestone at our flagship project, Life Republic, by crossing the 1 million mark in volumes during 9M FY23 and for Q3 FY23 we recorded sales volumes of 6.62 lakh sq.ft., highest ever in any one quarter.

Robust sales and good construction pace have resulted in firm growth of 22% YoY in collections for 9MFY23. We have received OCs to the tune of 2.7 mn. sq. ft. during 9MFY23 of which 60% OCs were obtained in December 2023, the revenues for which will be recorded in Q4 FY23. In summary, we are confident of closing the year in line with our stated pre-sales and revenue guidance.

KPDL has a history of collaborating with several domestic and international financial institutions and corporates. This has helped us accelerate growth, innovate and diversify our project portfolio. In a recent development, KPDL partnered with Marubeni Corporation, where the latter will invest Rs. 206.5 crore in KPDL's Pimple Nilakh residential project and will be entitled to ~ 2.85 lakh sq. ft. of saleable area in the project.

Improved affordability parameters from the longer-term perspective, persistence of flexible, hybrid work formats and sustained investments in infrastructure by the government, will continue to support housing demand across key markets including Tier 2 and Tier 3 cities. Based on our diversification goals, we continue to prudently evaluate business development opportunities across the three geographies of Pune, Mumbai and Bangalore. With increased consolidation and formalization of the sector, buyers and land owners are turning to quality developers and Kolte-Patil is well positioned to forge meaningful partnerships with a keen focus on delivering value across the entire ecosystem of stakeholders. With a healthy Balance Sheet, comfortable debt levels, strong launch pipeline and brand connect and financially prudent growth plans, we are confident of delivering profitable growth for the current and also for the subsequent financial year."

Operational Highlights – Q3 FY23

New area sales	Q3FY23	Q2FY23	Q3FY22	QoQ	YoY	9MFY23	9MFY22	YoY
Volume (million sq. ft.)	1.13	0.56	0.86	**102%**	**31%**	2.30	1.93	**19%**
Value (Rs. Crore)	716	367	561	**95%**	**28%**	1,528	1,238	**23%**
Realization (Rs./sq. ft.)	6,339	6,622	6,489	**-4%**	**-2%**	6,643	6,403	**4%**
Collections (Rs. Crore)	435	404	421	**8%**	**3%**	1,313	1,074	**22%**

Reported highest-ever quarterly pre-sales numbers by value and volume in Q3 FY23.

- Launched ~2 mn. sq. ft. of inventory across 6 projects in Pune and Mumbai.
- New launches contributed ~57% to the pre-sales value for the quarter.
- KPDL's flagship project, Life Republic, crossed the half million mark to record volumes of 6.62 lakh sq. ft., highest ever in any one quarter.

Achieved sales value of Rs. 1,528 crore during 9M FY23, up 23% YoY, from ongoing as well as new launches.

- Achieved sales volume of 2.30 million sq. ft. in 9M FY23, up 19% YoY.
- KPDL's flagship project, Life Republic, recorded volumes of 1.1 mn. sq. ft for 9M FY23.
- Sales contribution from projects outside Pune stood at 21% during 9M FY23.

Collections grew by 22% during 9M FY23 to Rs. 1,313 crore supported by

- Efficient lifecycle of registrations, sales, construction and robust CRM systems.

New partnerships:

- The Company, through its wholly owned subsidiary Sampada Realities Private Ltd., entered into an agreement with Planet Smart City, for strategic land monetization of a portion of its project 'Little Earth' at Kiwale, Pune, for ~Rs. 78 crore, for joint development of ~0.65 mn sq.ft.
- Entered an agreement with Marubeni Corporation (Japan) during the quarter. Marubeni will invest Rs. 206.5 crore in the Company's Pimple Nilakh residential project and will be entitled to ~ 2.85 lakh sq. ft. of saleable area in the project.

OC obtained during 9MFY23

- Units – 2,688
- Volume – 2.7 MSF
- Of above, 60% OCs were obtained in December 2023, the revenues for which will be recorded in Q4 FY23

Region-wise Sales – Q3 FY23

Total Projects	Mumbai	Pune	Bengaluru
Total Area Sold 1.13 msf	0.05 msf (5%)	1.06 msf (94%)	0.01 msf (1%)
Total Sales Value Rs. 716 crore	Rs. 100 crore (14%)	RS. 608 Crore (85%)	RS. 8 Crore (1%)
Total Collection Rs. 435 crore	Rs. 100 Crore (23%)	RS. 305 Crore (70%)	Rs. 30 CRORE (7%)

Sales & Collections – Ongoing Projects – Q3 FY23

Projects	Location	Area Sold (msf.)	Sales Value (Rs. Crore.)	APR (Rs./sft.)	Collections (Rs. Crore.)
Giga Platinum	Viman nagar	0.02	17	8,825	6
Stargaze	Bavdhan	0.03	18	6,619	22
Three Jewels	Kondhwa	0.06	28	4,565	40
Ivy Estate	Wagholi	0.01	8	5,204	36
Centria	NIBM	0.00	1	5,452	11
Western Avenue	Wakad	0.00	2	23,684	28
Little Earth-Kiwale	Kiwale	0.15	75	4,918	13
Little Earth-Kiwale(Planet)	Kiwale	0.12	54	5,020	1
DMA	Wagholi/Baner	0.01	7	6,578	4
Other Projects#		0.01	3	6,403	19
Total (Pune Projects – Excluding LR)		**0.41**	**213**	**5,350**	**180**
Life Republic	Hinjewadi	0.49	291	5,909	74
Universe(R10)	Hinjewadi	0.17	104	6,141	51
Total (LR)		**0.66**	**395**	**5,984**	**125**
Raaga	Hennur Road	0.00	2	5,701	4
Exente	Hosur Road	0.01	6	6,128	26
Total (Bengaluru Projects)		**0.01**	**8**	**6,022**	**30**
Evara	Borivali (W)	-	-	-	17
Verve	Goregaon (W)	0.05	97	18,493	62
Vaayu	Dahisar (W)	0.00	3	14,449	21
Total (Mumbai Projects)		**0.05**	**100**	**18,328**	**100**
Total (Pune + LR +Bengaluru + Mumbai Projects)		**1.13**	**716**	**6,339**	**435**

#Other projects include Downtown, Crown, Green Olives, Misty Moors and Pink City.

Region-wise Sales – 9M FY23

Total Projects	Mumbai	Pune	Bengaluru
Total Area Sold 2.30 msf	0.16 msf (7%)	2.07 msf (90%)	0.07 msf (3%)
Total Sales Value Rs. 1,528 crore	Rs. 284 crore (19%)	RS. 1,201 Crore (79%)	RS. 42 Crore (2%)
Total Collection Rs. 1,313 crore	Rs. 300 Crore (23%)	RS. 920 Crore (70%)	Rs. 94 CRORE (7%)

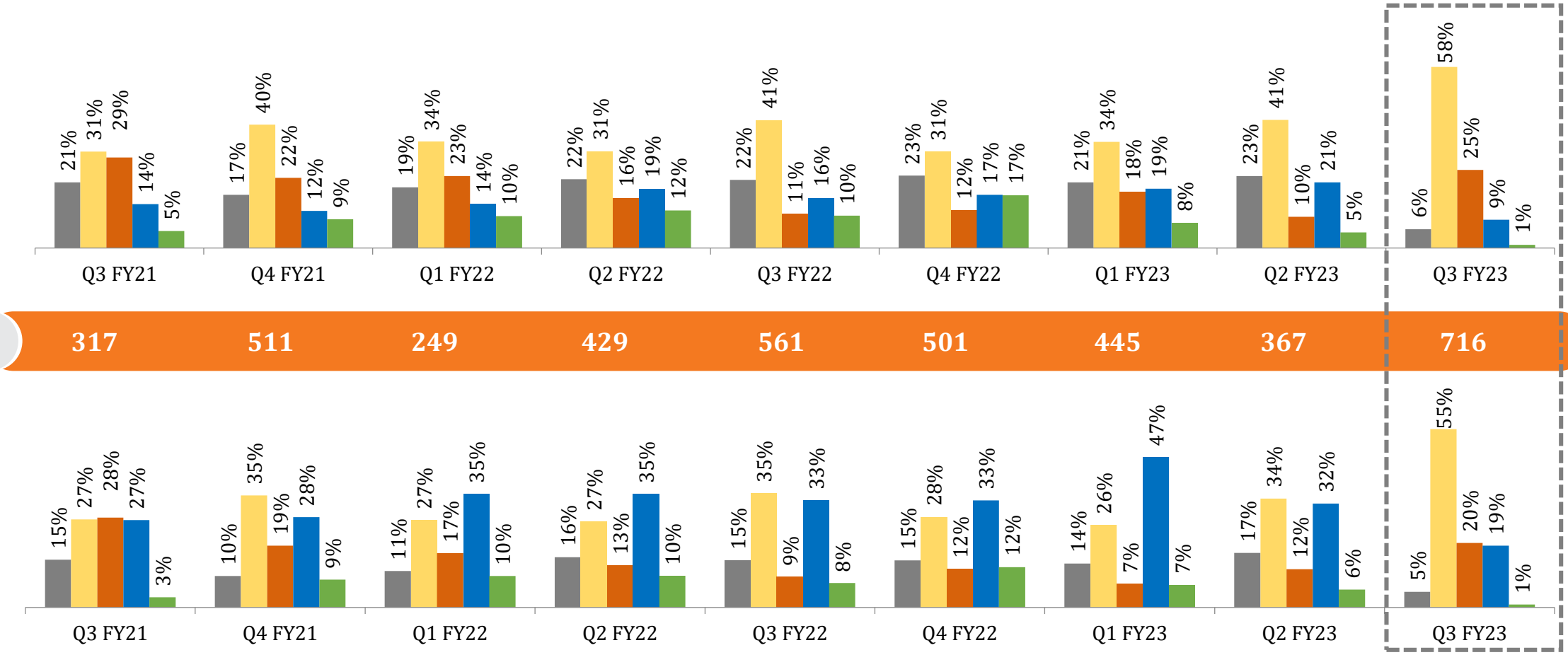
Sales & Collections – Ongoing Projects – 9M FY23

Projects	Location	Area Sold (msf.)	Sales Value (Rs. crore.)	APR (Rs./sft.)	Collections (Rs. crore.)
Giga Platinum	Viman nagar	0.12	102	8,825	27
Stargaze	Bavdhan	0.11	74	6,526	80
Three Jewels	Kondhwa	0.21	94	4,540	123
Ivy Estate	Wagholi	0.10	53	5,545	113
Centria	NIBM	0.01	3	5,269	51
Western Avenue	Wakad	0.00	2	23,684	28
Little Earth-Kiwale	Kiwale	0.15	76	4,918	13
Little Earth-Kiwale(Planet)	Kiwale	0.11	54	5,020	1
Jazz II (Opula)	Aundh	-	-		5
DMA	Wagholi/Baner	0.09	58	6,600	58
Equa	Wagholi	0.02	9	4,551	4
Other Projects#		0.06	44	7,000	56
Total (Pune Projects excluding LR)		**0.97**	**569**	**5,859**	**560**
Life Republic	Hinjewadi	0.75	428	5,728	243
Universe(R10)	Hinjewadi	0.35	205	5,837	116
Total (LR)		**1.10**	**632**	**5,763**	**360**
Raaga	Hennur Road	0.02	10	5,845	29
Exente	Hosur Road	0.05	32	5,826	65
Total (Bengaluru Projects)		**0.07**	**42**	**5,830**	**94**
Jai-Vijay*	Ville Parle (E)	0.01	16	21,413	17
Evara	Borivali (W)	0.00	1	15,870	38
Verve	Goregaon (W)	0.13	230	18,296	183
Vaayu	Dahisar (W)	0.03	38	14,587	62
Total (Mumbai Projects)		**0.16**	**284**	**17,827**	**300**
Total (Pune + LR+ Bengaluru + Mumbai Projects)		**2.30**	**1,528**	**6,643**	**1,313**

Note: *Includes JP Morgan area. #Other projects include Tuscan, Crown, Green Olives, Centria, Downtown, Western Avenue, Misty Moors and Pink City.

New Sales Analysis – Q3 FY23

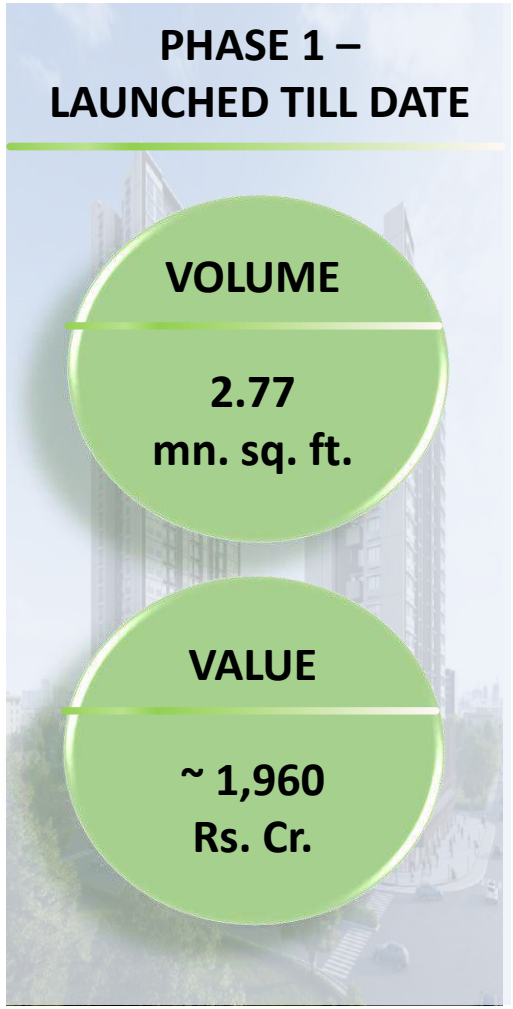
	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23	Q3 FY23
Volume (MN.SF.)	0.56	0.85	0.40	0.67	0.86	0.78	0.61	0.56	1.13
Value (INR Cr)	317	511	249	429	561	501	445	367	716



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

Priority Launches

Regions	Projects	Location	Use	Total Saleable Area (msf.)	Total Potential (In Crore)	Phase I Saleable Area (msf)	Phase I Potential (In Crore)
Pune	Baner	Baner	Mixed Use	1.60	~1,450 Cr	0.90	~800 Cr
	Little Earth	Kiwale	Residential	2.50	~1,400 Cr	0.80	~450 Cr
	Pimple Nilakh	Pimple Nilakh	Residential	0.80	~800 Cr	0.50	~525 Cr
	Tathawade (DMA)	Tathawade	Residential	0.80	~500 Cr	0.40	~250 Cr
		Pune (excluding Life Republic) Total		**5.70**	**~4,150 Cr**	**2.60**	**~2,025 Cr**
Life Republic	R13	Hinjewadi	Residential	1.80	~1,090 Cr	0.90	~550 Cr
	R17A(Row houses)			0.34	~225 Cr	0.34	~225 Cr
	R16 (Balance)			0.48	~250 Cr	0.48	~250 Cr
	R1D			0.20	~110 Cr	0.20	~110 Cr
	R20			0.55	~320 Cr	0.55	~320 Cr
	R22			1.40	~800 Cr	0.45	~275 Cr
	R10D			0.17	~100 Cr	0.17	~100 Cr
	R10E			0.20	~115 Cr	0.20^	~115 Cr
		Life Republic Total		**5.14**	**~3,010 Cr**	**3.29**	**~1,945Cr**
Mumbai	Golden Pebbles	Kalina	Residential	0.13	~300 Cr	0.13*	~300 Cr
	Sukh Niwas	Khar		0.03	~110 Cr	0.03	~110 Cr
		Mumbai Total		**0.16**	**~410 Cr**	**0.16**	**~ 410 Cr**
Bengaluru	Raaga 3	Hennur Road	Residential	0.25	~140 Cr	0.25	~140 Cr
		Grand Total		**11.25**	**~7,710 Cr**	**6.30**	**~4,520 Cr**



The above information is based on management estimates and can change materially. No assurances are being made in relation to the timelines or realisation of the above planned developments.
^0.2 MSF launched in Jan'23
*0.13 MSF is launched in month of Feb'23

Mumbai Presence - Expanding Footprint

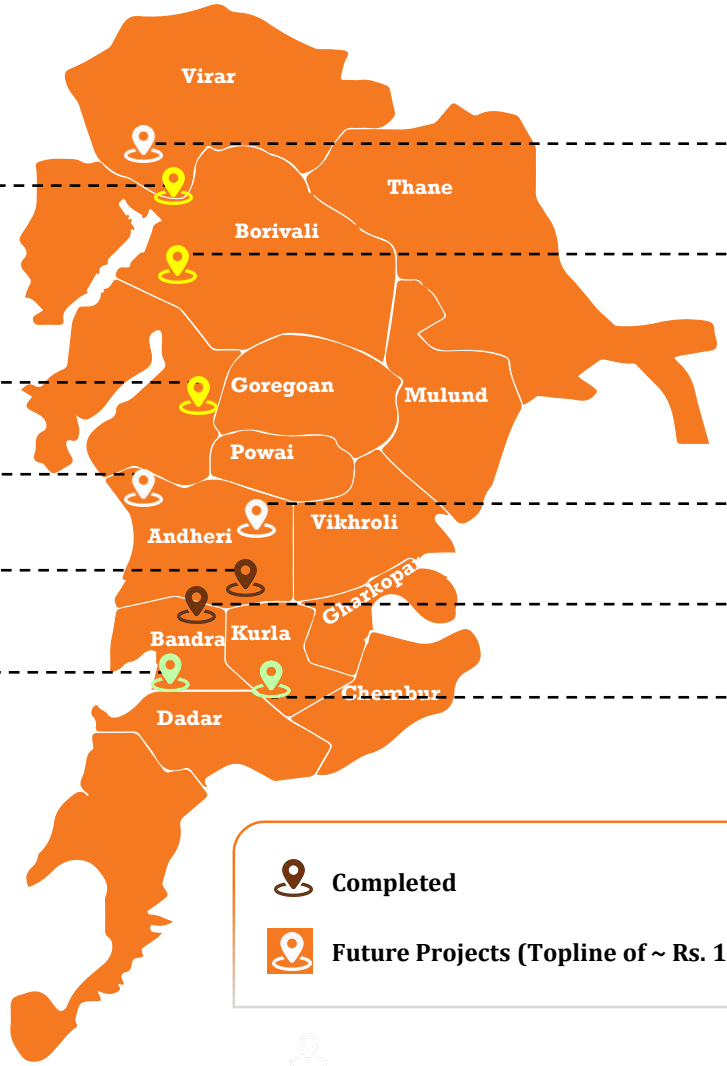
Vaayu (Dahisar West)
Near Mary Immaculate Girls School

Verve (Goregaon West) Walking distance from Inorbit mall, adjacent to Central mall

Jeevan Sudha (Andheri West) Off. Juhu lane

Link Palace (Khar West)

Sukh Niwas (Khar West) Near Khar Gymkhana



Shree Avadhoot (Dahisar East)
Opp. Subway, St. Mary School

Evara (Borivali West)
Near. McDonald's, S V Road

Jumbo Darshan (Andheri East)
Near Regency Hotel

Jai Vijay (Vile Parle East)

Golden Pebbles (Kalina)
Near Mumbai University

Completed

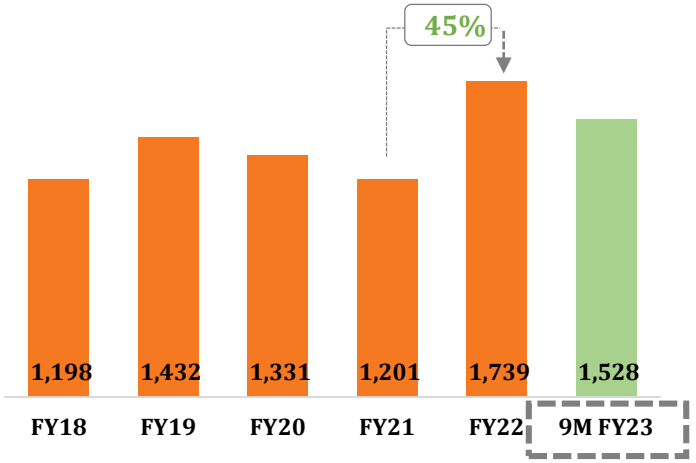
Launched (Topline of over Rs. 900 cr)

Future Projects (Topline of ~ Rs. 1,200 cr)

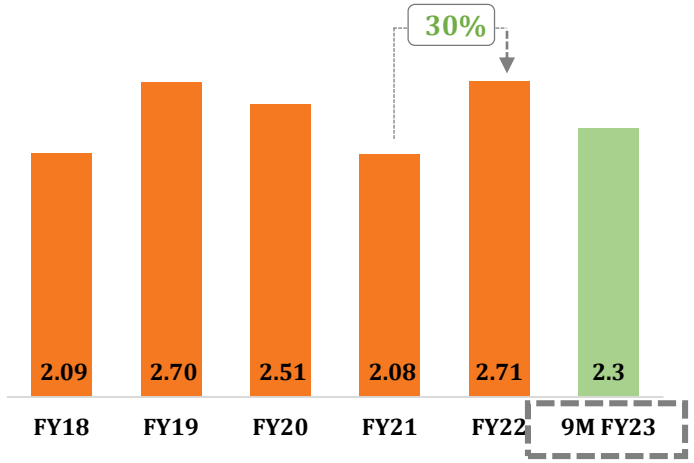
Recently Launched (Topline of over Rs. 400 cr)

Performance Highlights – Five Years and 9M FY23

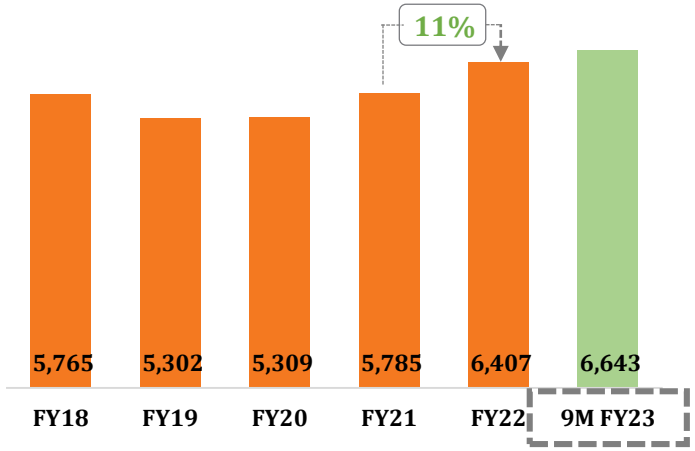
Sales Value (Rs. Crore)



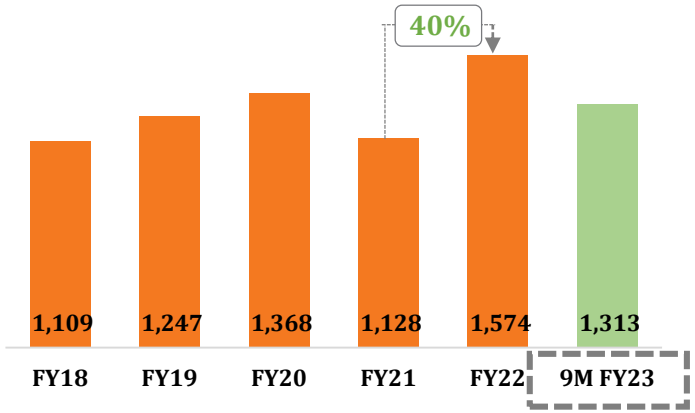
Sales Volume (msf)



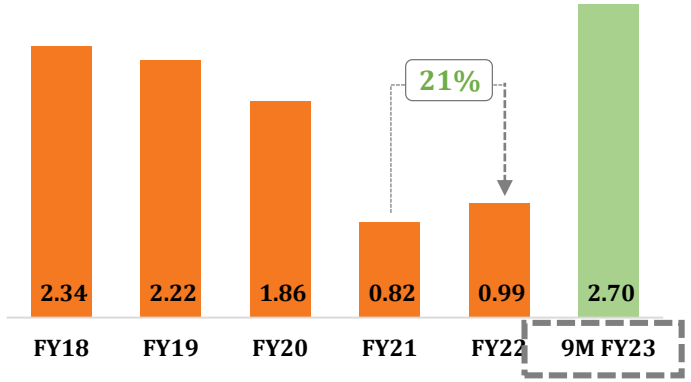
APR (Rs./sft.)



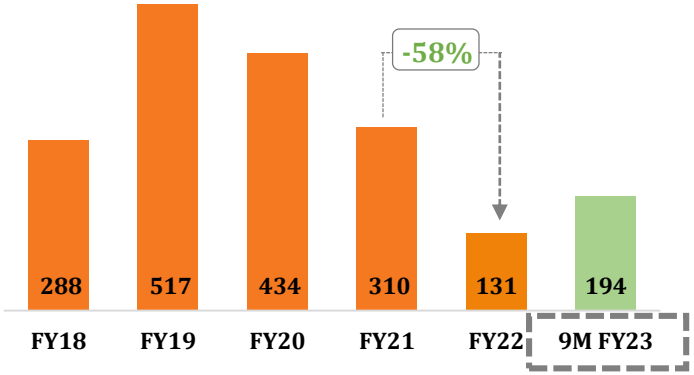
Collections (Rs. Crore)



Delivery (msf)



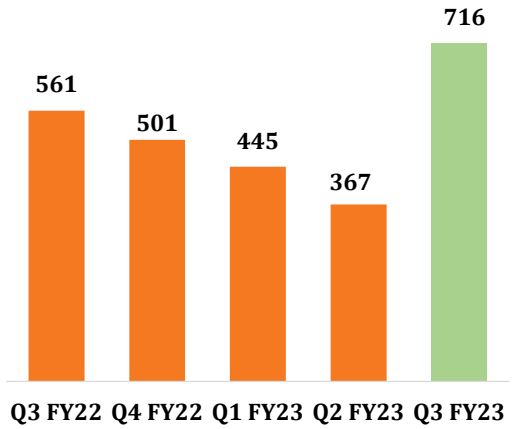
Net Debt (Rs.Crore)



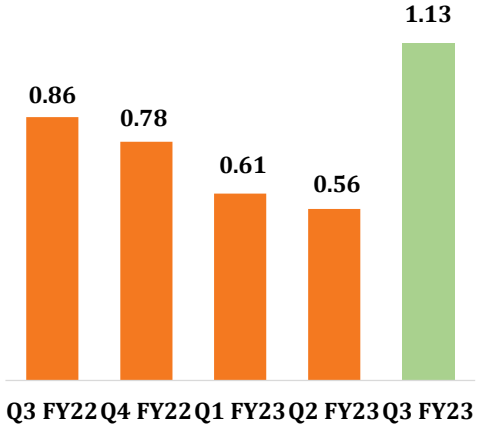
Note: Volume in million square feet is based on saleable area ; Collections include contribution from DMA projects

Performance Highlights – Q3 FY23

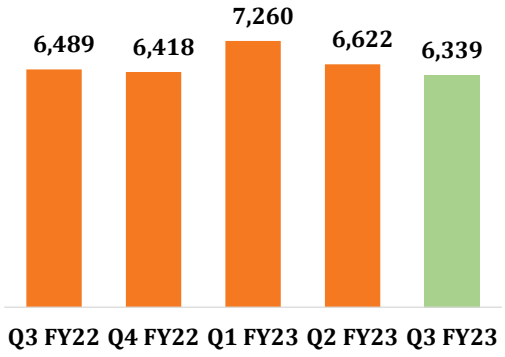
Sales Value (Rs. Crore)



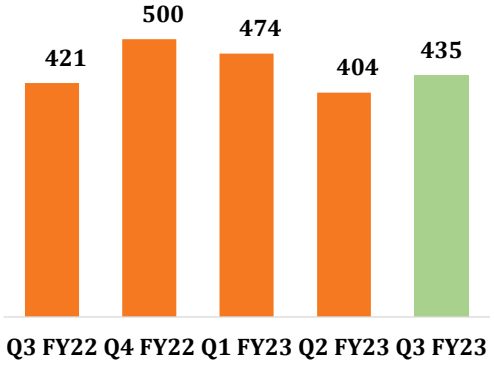
Sales Volume (msf)



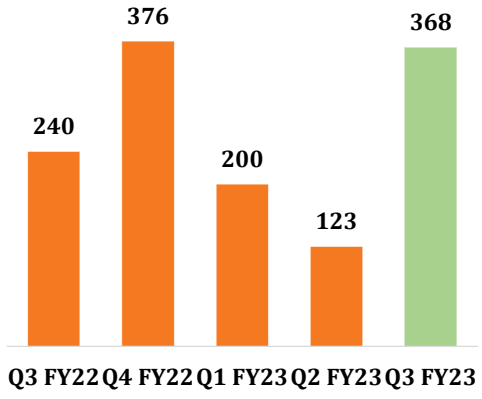
APR (Rs./sft.)



Collections (Rs. Crore)

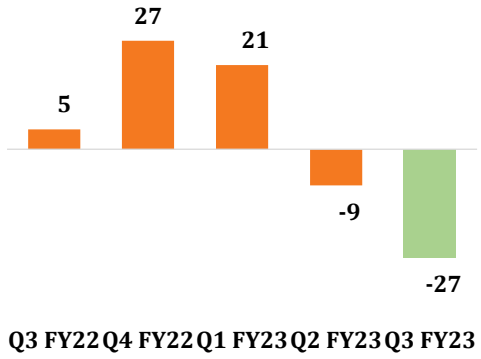


Revenue (Rs. Crore)



EBITDA (Rs. Crore)

PAT (Rs. Crore)



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

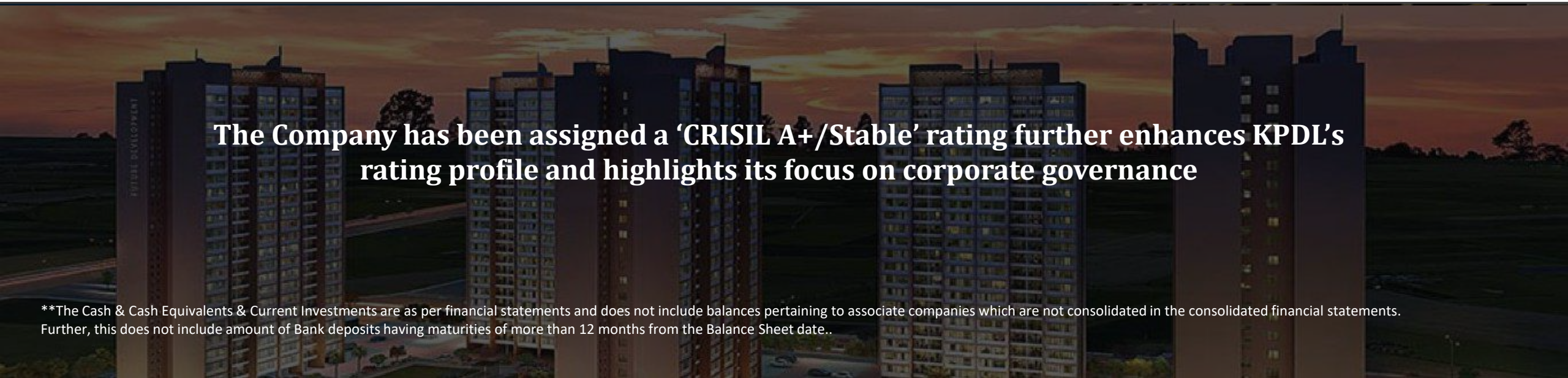
Abridged Cash Flows

Abridged Cash flows - (Rs. crore)	9M FY23 Un-Audited	Q3 FY23 Un-Audited
Opening Balance* - A	**350**	**329**
Operating Activities		
Collections	1260	439
Construction Cost	-652	-223
Other Expenses	-203	-64
Direct & Indirect Taxes	-91	-32
Operating Cashflow – B	**314**	**120**
Financing Activities		
Interest	-31	-12
OD/CC Movement	-33	-71
OCD/CCD/Zero Coupon NCD (Redemption)/Subscription	-31	-12
Dividend	-14	0
Financing Cashflow - C	**-109**	**-95**
Investing Activities		
TDR/Premium Costs/Approval Cost / New Business Development	-224	-64
JV Partner/Land Cost	-62	-21
Investing Cashflow – D	**-286**	**-85**
Closing Balance* (A+B+C+D)	**269**	**269**

*The inflows and outflows for associate companies are considered in the above cash flow. Accordingly, the closing balance includes Rs.62 crore pertaining to associate companies which are not consolidated in the consolidated financial statements. Further, this also includes Rs. 12 crore pertaining to Bank deposits having maturities of more than 12 months from the Balance Sheet date

Consolidated Debt Profile

Consolidated Debt Profile (Rs. crore)	31th Dec, 2022	30th Sep, 2022	31th Mar, 2022
	CCM	CCM	CCM
Net Worth	930	957	959
Gross Debt	469	573	522
Less: OCD/CCD/OCPRS/Zero Coupon NCDs	80	87	100
Debt	389	486	421
Less: Cash & Cash Equivalents & Current Investments**	195	234	290
Net Debt	194	251	131
Net Debt/Equity	0.21	0.26	0.14



The Company has been assigned a 'CRISIL A+/Stable' rating further enhances KPDL's rating profile and highlights its focus on corporate governance

**The Cash & Cash Equivalents & Current Investments are as per financial statements and does not include balances pertaining to associate companies which are not consolidated in the consolidated financial statements. Further, this does not include amount of Bank deposits having maturities of more than 12 months from the Balance Sheet date..

Consolidated Profit and Loss Snapshot

P&L Snapshot (Rs. crore)	9M FY23	9M FY22	Q3 FY23	Q3 FY22
Revenue from Operations	**691.5**	**741.4**	**368.1**	**240.3**
EBITDA	15.8	145.7	-25.5	30.5
EBITDA Margin (%)	2.3%	19.7%	-6.9%	12.7%
Profit before tax	**-2.3**	**111.0**	**-36.8**	**20.7**
PBT Margin	**-0.3%**	**15.0%**	**-10.0%**	**8.6%**
Net profit/loss after tax (pre-MI)	-9.0	58.2	-28.1	7.1
PAT Margin % (pre-MI)	-1.3%	7.8%	-7.6%	3%
Net Profit (post-MI)	**-14.5**	**52.6**	**-26.9**	**5.4**
PAT Margin % (post-MI)	**-2.1%**	**7.1%**	**-7.3%**	**2.2%**

Note: *Revenue recognition for the quarter ended 31st Dec 22 includes full revenue recognition for 2 Pune projects which had lower Gross Margins.*

KPDL Project Portfolio – 31.12.22

Gross Details (including partner's share)

Projects (Pune Excl. LR*)	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
Giga	100%	0.06	0.69	-	0.75
Stargaze	62%	0.06	-	-	0.06
Ivy Estate	100%	0.02	-	-	0.02
Downtown	100%	0.01	-	1.09	1.10
Little Earth	100%	0.34	1.37	-	1.71
Little Earth-Planet	17%	0.21	0.33	-	0.54
Three Jewels	20%	0.02	-	-	0.02
Centria	100%	0.01	-	-	0.01
Pimple Nilakh	100%	-	0.80	-	0.80
Ghotawade	50%	-	-	3.20	3.20
Aundh	100%	-	-	1.00	1.00
Kalyani Nagar	100%	-	-	1.00	1.00
Equa / Wagholi	36%	0.24	-	-	0.24
Baner	69%	-	1.60	-	1.60
Crown,Moshi	50%	0.01	-	0.54	0.55
Boat Club Road	100%	-	-	0.36	0.36
Total:		**0.98**	**4.79**	**7.19**	**12.96**
TOTAL TOP-LINE POTENTIAL – Rs. ~9,000 crore					

Projects (LR)	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
Life Republic^	95%	1.17	3.33	14.24	18.74
Universe (R10)	49%	0.47	-	-	0.47
Total:		**1.64**	**3.33**	**14.24**	**19.21**
TOTAL TOPLINE POTENTIAL – Rs. ~11,500 crore					

^Saleable area in million square feet based on current FSI norms and subject to change;
Top-line potentials are based on current estimates.
* Launched in Feb 2023

Gross Details (including partner's share)

Projects (Mumbai)	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
Vaayu	100%	0.05	-	-	0.05
Verve	100%	0.04	-	-	0.04
Sukh Niwas	100%	0.03	-	-	0.03
Golden Pebbles*	100%	0.13	-	-	0.13
Other Mumbai Projects	100%	-	-	0.69	0.69
Mumbai Total:		**0.25**	**-**	**0.69**	**0.94**
TOTAL TOP-LINE POTENTIAL – Rs. ~2,000 crore					

Projects (Bengaluru)	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
Raaga	100%	0.00	0.25	-	0.25
Exente	100%	0.01	-	-	0.01
24K Grazio	100%	0.19	-	-	0.19
Bengaluru Total:		**0.20**	**0.25**	**-**	**0.45**
TOTAL TOP-LINE POTENTIAL – Rs. ~350 crore					

Projects (Pune+Mum.+B'lore)		Ongoing & Unsold	Under Approval	Land Bank	Total
Owned Projects		**3.07**	**8.37**	**22.12**	**33.56**
DM Projects		**-**	**0.80**	**-**	**0.80**
Total Company Portfolio		**3.07**	**9.17**	**22.12**	**34.36**
TOTAL TOP-LINE POTENTIAL – Rs. ~22,850 crore					

Business Outlook

Sector consolidation

- Formalization of the Indian real estate sector, driven by conducive legislations now in place and further accelerated by Covid-related transitions has resulted in larger market share moving to organized, execution-focused developers such as KPDL

Diversifying geographical presence

- 10 society redevelopment projects in Mumbai - 2 completed,3 ongoing, 2 newly launched, 3 future projects
- Mumbai and Bengaluru contribution reached ~21% of sales value in 9M FY23

Efficient capital deployment

- Continue to evaluate strategic and financial partnerships that enable us to scale our operations while diversifying the portfolio of projects with limited capital commitment

Strong demand

- Real estate demand is being driven by relatively low inflation-adjusted home prices in many years, improved affordability and overall consumer sentiment for high quality homes
- Strong growth in services and return to work in key urban centers is further supporting demand across product segments

Operational Excellence

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

Healthy RoCE

- Successful implementation of strategy driving strong return profile with average – ROCE of ~13% over the last four years
- Looking at further scale benefits in Pune and greater Bengaluru/Mumbai contribution

Consolidating leading position in Pune

- KPDL is leveraging its strong brand name/market position to accelerate development and launch new projects and subsequent phases of ongoing projects
- Expanded portfolio into high-potential micro markets while accelerating sales at the flagship Life Republic project

New project acquisition

- Targeting new business development with topline potential of ~Rs.7,000 cr. across geographies through outright/structured deals and JVs/JDAs
- Created platform with Planet Smart City to develop 15,000 housing units. Now signed three projects on this platform
- Acquired new proiect, on an outright basis in Kiwale, Pune with - Rs 1,400 cr. topline potential and -2.5 million Sq.ft of saleable area

Priority Launches

- 3 cities – Pune, Mumbai & Bengaluru
- ~11.25 msf of saleable area
- ~Rs. 7,710 cr. of topline potential

Small to mid sized journey completed. Mid to large sized journey begins

This is where we are

- Leading real estate brand in Pune
- ~21% sales value from Mumbai and Bengaluru in 9M FY23
- Growing property development partnerships
- Maturing Life Republic; point of take-off
- Stronger marketing engine
- Declining debt

This is where we wish to go

- Amongst India's top five real estate players
- Double our sales while improving profitability
- Grow our Pune presence and leadership
- Expand market share in Mumbai and Bengaluru
- Deepen cash-light global partnerships
- Accelerate Life Republic sales
- Develop benchmark programs on ESG and customer-centricity

Small to mid sized journey completed. Mid to large sized journey begins

KPDL Awards

- Trusted Brand of the Year, Times Realty, 2021-22
- Best Realtor , Times Realty, 2019-20
- Brand of the Year, Economic Times, 2018-19
- India's Top Challengers, Construction World 2017-18
- Top Developer of the year, Times Real Estate Icons , 2020-21
- Brand Excellence in Real Estate Sector, ABP News, 2019-20
- Game Changer of Maharashtra, Economic Times, 2017-18
- Developer of the Year, Realty Plus, 2016-17
- India's Top Challengers, Construction World Global Aw, 2020-21
- Developer of the Year Residential , CNN NEWS18, 2019-20
- Luxury Developer of the Year – 24K, Times Network, 2017-18
- Brand of the Year, Golden Bricks Awards (Dubai), 2016-17
- India's Most Trusted Real Estate Brand, TRA's Brand Trust Report 2020
- Most Trusted brand, ET Now, 2019-20
- Most Trusted Real Estate Brand, Times Network, 2017-18
- Asia's Greatest Brand, Asia One, 2016-17
- Most Iconic Luxury Brand in Real Estate, 24K, ET Business Awards, 2022

Project Awards

- Residential Property India – 24K Stargaze By Kolte Patil Developers Limited, Asia Pacific Property Awards (IPA) 2022-23`
- Integrated Township of the year, CNN News18, 2019-20
- Luxury Project of the year – 24K Stargaze, Times Network, 2017-18
- Residential High Rise Architecture India, Asia Pacific Property Awards (IPA), 2020-21
- Luxury Project of the year – 24K Stargaze, ET Now, 2019-20
- Integrated Township of the year – Life Republic, ABP News, 2016-17
- Top Mid-segment Homes, Project Little Earth, Pune Mirror (Real Estate Icons), 2022
- Top Township projects (above 350 acres), Times Real Estate Icons, 2020-21
- Innovative marketing campaign of the year – Life Republic, ET Now, 2019-20
- Best Township Project of the year – Life Republic, Golden Bricks Awards (Dubai), 2016-17

About Kolte-Patil Developers Ltd.

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 timely delivery of projects. The company has developed and constructed over 50 projects including residential complexes, integrated townships, commercial complexes and IT Parks covering a saleable area of ~25 million square feet across Pune, Mumbai and Bengaluru. The Indian Green Building Council (IGBC) has certified several of the company's projects. 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 society re-development projects that have lower capital-intensity. The company signed ten projects (two completed, three recently launched, 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 has been rated 'A+ / Stable', short-term bank loan facilities as A1 and non-convertible debentures as A+/Stable by CRISIL.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, ICICI Ventures and Planet Smart City.

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, Top Challengers 2019-20 by Construction World Global Awards Online, Trusted Brand of the Year, Times Realty, 2021-22 and Residential High Rise Architecture India- 2021, Asia Pacific Property Awards (IPA).

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

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