



Kolte-Patil Developers Limited – Operational Update for Q4 and FY23

Highest Ever Annual Sales Value of Rs. 2,232 crore; YoY growth of 28%
Highest Ever Annual Sales Volumes of 3.27 million sq.ft.; YoY growth of 21%
Highest Ever Annual Collections of Rs. 1,902 crore; YoY growth of 21%
Second consecutive quarter with Sales Value of over Rs. 700 crore

Pune, April 13, 2023: Kolte-Patil Developers Limited (BSE: 532924, NSE: KOLTEPATIL; KPDL), a leading Pune based real estate player with growing presence in Mumbai and Bengaluru, has announced key updates in its real estate operations during the quarter and full year ended 31st March 2023.

Summary of operational performance:

New Area Sales	Q4FY23	Q3FY23	QoQ	Q4FY22	YoY	FY23	FY22	YoY
Volume (million sq. ft.)	0.97	1.13	-14%	0.78	25%	3.27	2.71	21%
Value (Rs. crore)	704	716	-2%	501	41%	2,232	1,739	28%
Realization (Rs./sq. ft.)	7,225	6,339	14%	6,418	13%	6,817	6,407	6%
Collections (Rs. crore)	589	435	35%	500	18%	1,902	1,574	21%

New Area Sales	H2FY23	H1FY23	HoH	H2FY22	YoY
Volume (million sq. ft.)	2.10	1.17	80%	1.64	28%
Value (Rs. crore)	1,420	812	75%	1,062	34%
Realization (Rs./sq. ft.)	6,748	6,960	-3%	6,470	4%
Collections (Rs. crore)	1,024	878	17%	921	11%

Collections include contribution from DMA projects

- Kolte-Patil achieved highest ever annual sales during FY23
 - Recorded sales value of Rs. 2,232 crore marking a growth of 28% YoY
 - Launched over ~3 million sq. ft. across projects in Pune and Mumbai
 - New launches contributed ~51% to the pre-sales value for the year
 - Life Republic integrated township, KPDL's flagship project in Pune, achieved highest ever volumes of 1.76 mn. sq. ft.
 - Non-Pune markets contributed ~20% to the overall sales numbers
- Q4FY23 sales at Rs. 704 crore registered a growth of 41% on YoY basis
 - Overall realizations improved by 13% on the back of higher ticket size offerings and robust customer demand; Strong volumes growth of 25% further contributed to the sales numbers for the quarter
 - KPDL's flagship Life Republic (LR) project registered volumes of 0.66 million sq. ft. for Q4FY23
- Collections at the highest ever levels for the year and quarter at Rs. 1,902 crore and Rs. 589 crore support healthy cash flow generation which can be deployed for new business development; thereby supporting judicious capital structure with low debt.

Commenting on the new announcement, Mr. Rahul Talele, Group CEO, Kolte-Patil Developers Limited said, "I am extremely pleased to share that this has been a banner year for Kolte-Patil. We reported the highest ever pre-sales numbers of Rs. 2,232 crore for FY23 in line with our stated guidance. Our efforts to build on the product offerings to cater to the diverse customer needs, supported higher volumes and improved realizations. We continue to see strong demand traction across projects and geographies, which is particularly encouraging given the interest rate hikes through the course of the year. This is reflected in new project launches, which accounted for approximately 51% of our pre-sales numbers for the financial year. Some projects, including Sound of Soul at our flagship township project at Life Republic, were fully sold out within one quarter of launch. I am delighted to share that our performance at Life Republic is reaching new highs as we closed the year with record sales of 1.76 million sq. ft. We also reported highest ever collections of Rs. 1,902 crore for the year, which was achieved on the back of timely project execution. Deliveries stood strong at ~3.3 mn sq. feet.

The sector continues to benefit from the tailwinds and now with interest rates stabilizing, we are witnessing improved customer sentiment and strong propensity to buy from trusted brands resulting in further consolidation in the sector. Our business development goals are on track to create a strong pipeline of projects across geographies and as we look towards the future, I am confident of our ability to deliver on our growth objectives and create sustained value for all stakeholders."

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 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 redevelopment 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.

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, 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 India2021, Asia Pacific Property Awards (IPA).

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

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