

# Kolte-Patil Developers Limited

**VISIBILITY.  
PREDICTABILITY.  
SUSTAINABILITY.**



**Q4 & 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

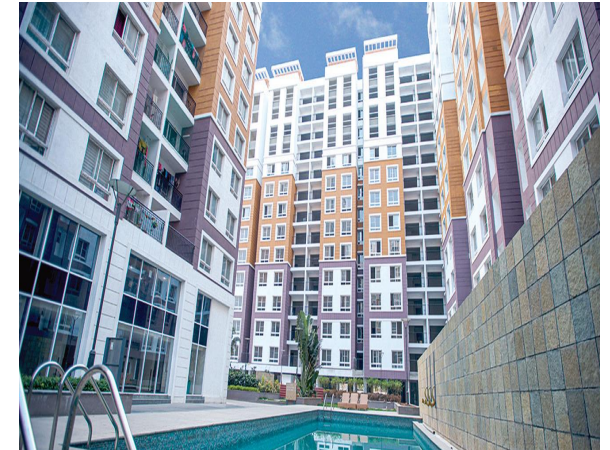
## Life Republic - Pune



## Verve - Mumbai



## Raaga - Bengaluru



# Table of Contents

**1** KPDL – Power Of Discipline

**2** CEO's Message

**3** Key Highlights

**4** Priority Launches

**5** Performance Highlights

**6** Abridged Cash Flows & Consolidated Debt Profile

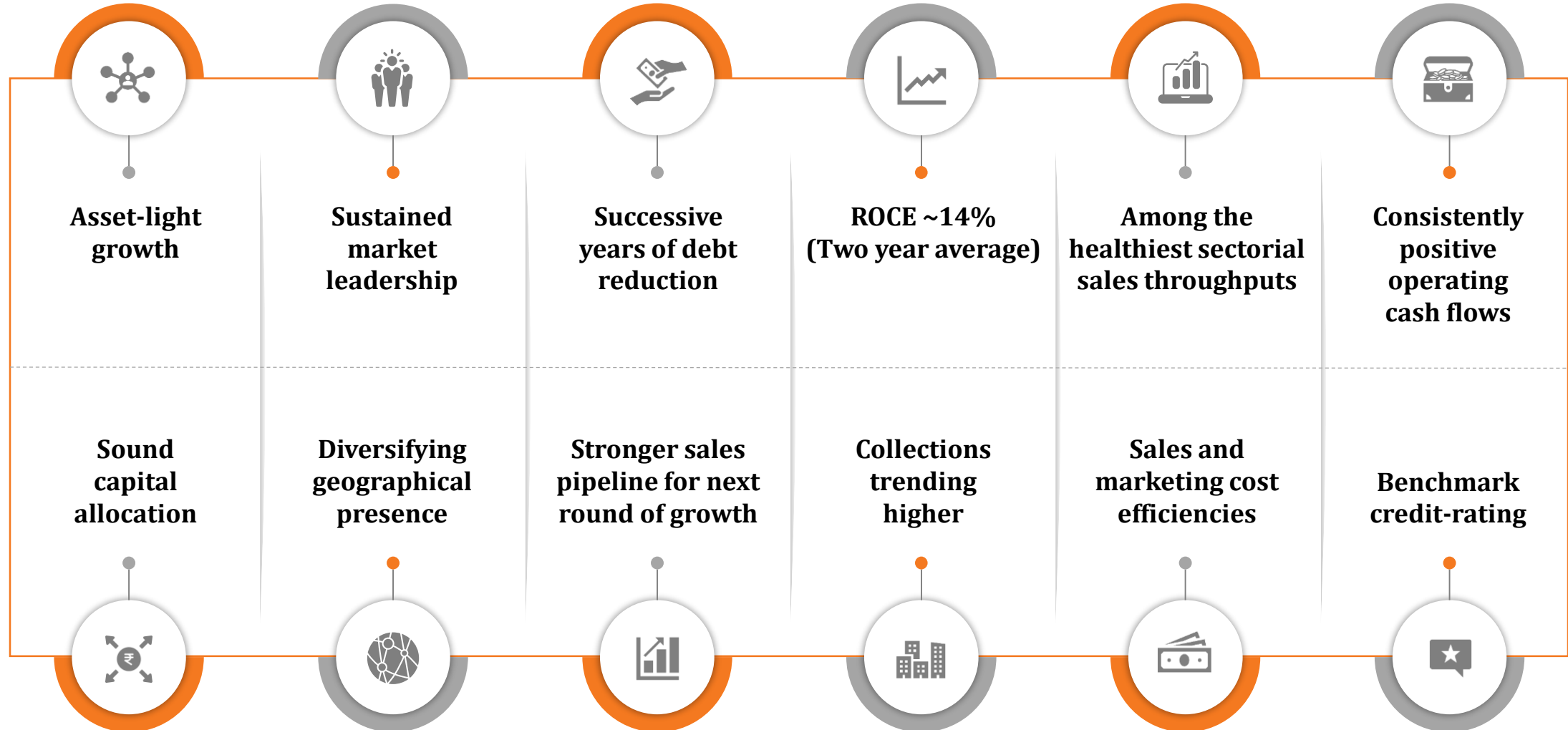
**7** P&L Snapshot

**8** Project Portfolio

**9** Outlook

**10** About Kolte-Patil Developers Ltd.

# Power Of Discipline – Deliver More With Less





# 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

## **~36 MSF**

Project portfolio - under  
execution, approval, land  
bank and DMA

## **> 26 MSF**

of area delivered across Pune,  
Bengaluru and Mumbai

## **~14%**

Two year average ROCE  
- Strong returns profile

## **Diversifying Presence**

Mumbai and Bengaluru  
contribution was 20% in  
FY23 (Sales Value)

## **Shareholding**

Promoters: 74.45%  
Institutions: 6.10%  
Others: 19.45%

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

**NSE/BSE Listed**  
IPO in Dec 2007



KOLTE-PATIL  
Developers Limited

# CEO's Message

## Commenting on the performance for Q4 & FY23 Mr. Rahul Talele, Group CEO, Kolte-Patil Developers Limited said

*"I am extremely pleased to share that Kolte-Patil has delivered record performance in FY23 with highest ever levels of sales value, sales volumes, and collections. The Company has undergone orbital change over the last two years where sales have nearly doubled from Rs. 1,201 crore in FY21 to Rs. 2,232 crore in FY23.*

*Domestic real estate sector remains buoyant and continues to benefit from the tailwinds. At Kolte-Patil, we have capitalized on this favourable demand environment marked by improved home ownership sentiment and the desire for owning homes that meet the aspirations for a quality lifestyle. During the year we launched 3 million square feet across demand segments and geographies to cater to unique customer needs. The response was reassuring as new launches accounted for a strong ~51% of sales numbers for the year under review. In line with our stated guidance, FY23 sales grew by 28% YoY to Rs. 2,232 crore. Volumes at 3.3 million square feet increased by 21% YoY. Strong execution by the team saw rapid milestone achievement across projects that translated into firm collections that improved 21% YoY to Rs. 1,902 crore. Deliveries stood strong at ~3.3 million square feet. I am pleased to share that Q4FY23 was second consecutive quarter of sales over Rs. 700 crore. We closed the quarter with revenues of Rs. 797 crore and EBITDA margins of 22%. Basis a healthy Balance Sheet position and strong cash flows, the Board has recommended a dividend of Rs. 4 per equity share.*

*In an important development, in April 2023, we received Rs. 206.5 crore from Marubeni Corporation towards investment in the Pimple Nilakh project providing further liquidity to the company to invest in business development opportunities. In May 2023, the Company acquired two projects each in Pune and Mumbai with the total top-line potential of Rs. 2,500 crore. Our prudent financial management practices position us well to capitalize on future growth opportunities. We are confident of acquiring projects with the top-line potential of Rs. 8,000 crore and deliver sales of Rs. 2,800 crore in FY24.*

*Going ahead, we look forward to continuing our secular growth in the coming years on the back of strong momentum of new launches, robust business development pipeline, and excellent customer satisfaction as the point of convergence for all the business efforts. We remain confident about creating value for all our stakeholders."*

# Key Highlights



1

## New Launches - FY23

- Launched over **~3 mn. sq. ft.** across projects in Pune and Mumbai

2

## Strategic partnerships/agreements

- Partnered with Planet Smart City to jointly develop ~0.65mn sq. ft. at Kiwale, Pune.
- Received Rs. 206.5 crore** in Arpil'23 from Marubeni Corporation, (Japan) against the entitlement of 2.85 lakh sq. ft. of saleable area as part of the agreement in Pimple Nilakh residential project.

3

## Business Development – Acquired projects worth Rs. 3,900 crore, with total saleable area of 5.1 mn. sq. ft.

Sr. No.	Region	Saleable Area (msf)	Topline Potential (Rs. Cr.)
1	Kiwale, Pune	~2.5	~1,400
2	Mulund (MMR)*	~0.6	~900
3	Vashi (MMR)*	~0.12	~300
4	Wagholi, Pune*	~0.7	~400
5	NIBM road, Pune*	~1.1	~900

\*acquired in May 2023

4

## Dividend

The Board of Directors have recommended a dividend of Rs. 4 per equity share for FY23

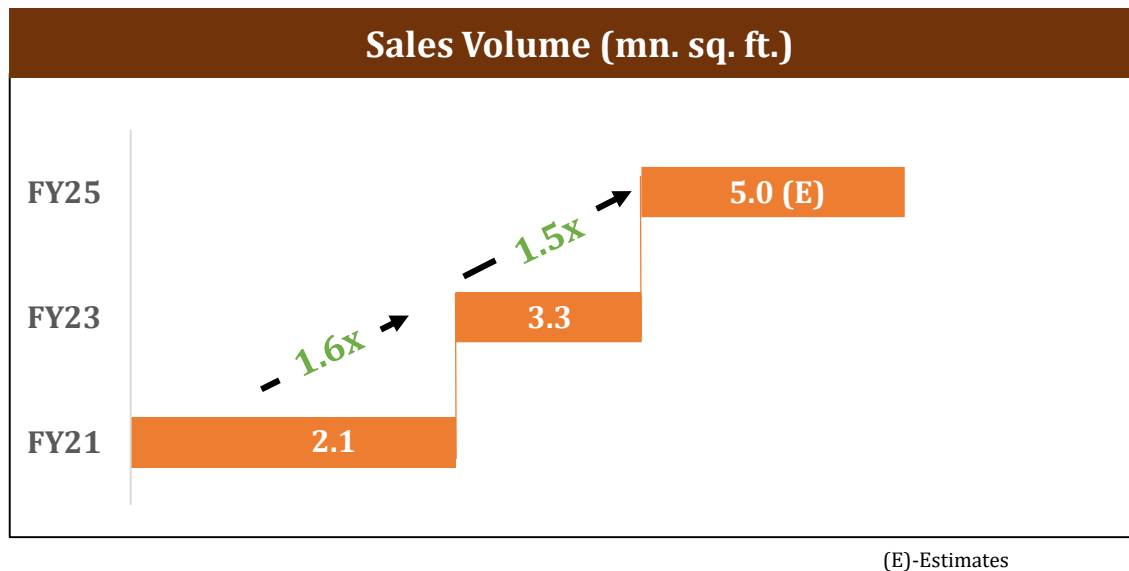
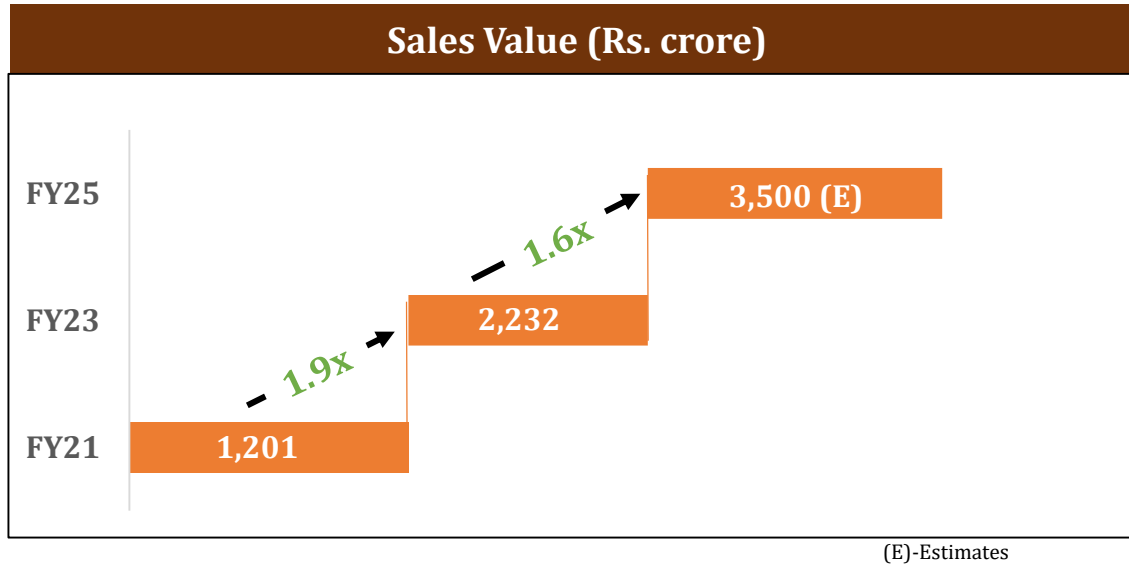
5

## Other Developments

Partnered with Tata Power to drive sustainability and ease EV adoption - EV charging infrastructure to be provided across KPDL's projects in Pune, Mumbai and Bengaluru



# Kolte-Patil Developers – Way Forward



## Pune to contribute 70% to sales by FY25

### Pune

- **Acquire additional projects** with top-line potential of Rs. 5,000 crore in FY24
- **Strengthen presence** in the existing key micro-markets of West and East Pune
- **Enter new micro-markets** to capture a larger share of the Pune region
- **Product offerings** across affordable, MIG, HIG and super luxury segments
- **Deal types** - Structured Outright/JDA/JV (>1 mn. sq.ft development potential per project)

## Mumbai & Bengaluru to contribute 30% to sales by FY25

### Mumbai

- **Acquire additional projects** with top-line potential of Rs. 2,000 crore in FY24
- **Strengthen presence** in the existing micro-markets of western suburbs of Mumbai
- **Enter new micro-markets** of central suburbs of Mumbai and Navi Mumbai region
- **Product offering** in the range of Rs.1.5 crore – Rs.3.5 crore per unit
- **Deal types** – Society redevelopment/JDA/JV/Structured Outright (>Rs. 300 crore top-line potential per project)

### Bengaluru

- **Acquire projects** with top-line potential of Rs. 1,000 crore in FY24
- **Improve visibility** through product offerings in MIG segment
- **Deal types** – JDA/JV



# Operational Highlights – Q4 & FY23

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

## Q4FY23 - Sales at Rs. 704 crore registered a growth of 41% YoY

- Second consecutive quarter of sales above Rs. 700 crore
- 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 mn. sq. ft. for Q4FY23

## Q4FY23 - Collections at Rs. 589 crore registered a growth of 18% YoY

- Efficient lifecycle of registrations, sales, construction and robust CRM systems contributed to this growth.

## FY23 - Kolte-Patil achieved highest ever annual sales

- Recorded sales value of Rs. 2,232 crore marking a growth of 28% YoY
- Launched over ~3 mn. sq. ft. across projects in Pune and Mumbai
- New launches contributed ~51% to the 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

## FY23 – Collections at Rs. 1,902 crore grew by 21% YoY

- Collections at the highest ever levels for the year at Rs. 1,902 crore support healthy cash flow generation which can be deployed for new business development, thereby supporting judicious capital structure with low debt

# Region-wise Sales – Q4 FY23



## Total Projects



## Mumbai

## Pune

## Bengaluru

**Total Area Sold**  
0.97 msf

0.05 msf  
(5%)

0.91 msf  
(94%)

0.01 msf  
(1%)

**Total Sales Value**  
Rs. 704 crore

Rs. 109 crore  
(16%)

RS. 589 crore  
(83%)

RS. 6 crore  
(1%)

**Total Collection**  
Rs. 589 crore

Rs. 174 crore  
(30%)

RS. 391 crore  
(66%)

Rs. 24 crore  
(4%)

# Sales & Collections – Ongoing Projects – Q4 FY23

Projects	Location	Area Sold (msf.)	Sales Value (Rs. Crore.)	APR (Rs./sft.)	Collections (Rs. Crore.)
Life Republic (LR)	Hinjewadi	0.44	268	6,045	140
Universe(R10), LR	Hinjewadi	0.22	170	7,735	64
Giga Platinum	Viman nagar	0.05	45	8,825	-
Stargaze	Bavdhan	0.02	16	6,641	12
Three Jewels	Kondhwa	0.02	8	4,529	26
Ivy Estate	Wagholi	0.01	5	8,719	59
Centria	NIBM	0.00	3	5,457	6
Little Earth-Kiwale	Kiwale	0.06	30	4,795	22
Little Earth-Kiwale(Planet)	Kiwale	0.07	36	5,166	2
Other Projects#		0.02	8	5,225	53
<b>Total (Pune Projects)</b>		<b>0.91</b>	<b>589</b>	<b>6,447</b>	<b>391</b>
Exente	Hosur Road	0.01	6	6,231	24
<b>Total (Bengaluru Projects)</b>		<b>0.01</b>	<b>6</b>	<b>6,231</b>	<b>24</b>
Jai-Vijay	Ville Parle (E)	0.00	4	21,062	2
Evara	Borivali (W)	-	-	-	20
Verve	Goregaon (W)	0.02	34	18,513	119
Vaayu	Dahisar (W)	0.00	2	14,269	28
K52	Khar (W)	0.00	15	34,950	1
Alora	Santacruz (E)	0.03	54	20,907	3
<b>Total (Mumbai Projects)</b>		<b>0.05</b>	<b>109</b>	<b>21,070</b>	<b>174</b>
<b>Total (Pune + Bengaluru + Mumbai Projects)</b>		<b>0.97</b>	<b>704</b>	<b>7,225</b>	<b>589</b>

#Other projects includes Downtown, Crown Atria, Opula, Carnation, Mirabilis Misty Moors, Western Avenue, Green Olives, DMA and Pink City.



# Region-wise Sales – FY23



Total Projects	Mumbai	Pune	Bengaluru
Total Area Sold 3.27 msf	0.21 msf (6%)	2.98 msf (91%)	0.08 msf (3%)
Total Sales Value Rs. 2,232 crore	Rs. 394 crore (18%)	RS. 1,790 crore (80%)	RS. 48 crore (2%)
Total Collection Rs. 1,902 crore	Rs. 475 crore (25%)	RS. 1,309 crore (69%)	Rs. 118 crore (6%)

# Sales & Collections – Ongoing Projects – FY23

Projects	Location	Area Sold (msf.)	Sales Value (Rs. Crore.)	APR (Rs./sft.)	Collections (Rs. Crore.)
Life Republic (LR)	Hinjewadi	1.19	695	5,842	383
Universe(R10), LR	Hinjewadi	0.57	375	6,569	180
Giga Platinum	Viman nagar	0.17	147	8,825	27
Stargaze	Bavdhan	0.14	90	6,547	92
Three Jewels	Kondhwa	0.22	102	4,539	149
Ivy Estate	Wagholi	0.10	58	5,705	172
Centria	NIBM	0.01	5	5,453	57
Western Avenue	Wakad	0.00	2	26,832	33
Sampada	Kiwale	0.22	106	4,882	35
KP Kiwale	Kiwale	0.18	90	5,078	3
DMA	Wagholi/Baner	0.09	60	6,686	99
Equa	Wagholi	0.02	10	4,640	4
Green Olives	Hinjewadi	0.00	1	8,403	2
Other Projects#		0.07	49	6,615	73
<b>Total (Pune Projects)</b>		<b>2.98</b>	<b>1,790</b>	<b>6,004</b>	<b>1,309</b>
Raaga	Hennur Road	0.02	10	5,845	31
Exente	Hosur Road	0.06	38	5,883	87
<b>Total (Bengaluru Projects)</b>		<b>0.08</b>	<b>48</b>	<b>5,875</b>	<b>118</b>
Jai-Vijay	Ville Parle (E)	0.01	20	21,335	19
Evara	Borivali (W)	0.00	1	15,870	58
Verve	Goregaon (W)	0.14	264	18,324	302
Vaayu	Dahisar (W)	0.03	39	14,574	90
K52	Khar (W)	0.00	15	34,950	1
Alora	Santacruz (E)	0.03	55	20,907	3
<b>Total (Mumbai Projects)</b>		<b>0.21</b>	<b>394</b>	<b>18,625</b>	<b>475</b>
<b>Total (Pune + Bengaluru + Mumbai Projects)</b>		<b>3.27</b>	<b>2,232</b>	<b>6,817</b>	<b>1,902</b>

#Other projects includes Downtown, Crown Atria, Opula, Carnation, Mirabilis Misty Moors and Pink City.

# New Sales Analysis – Q4 FY23

**Volume**  
(mn. sq.ft.)

0.40

0.67

0.86

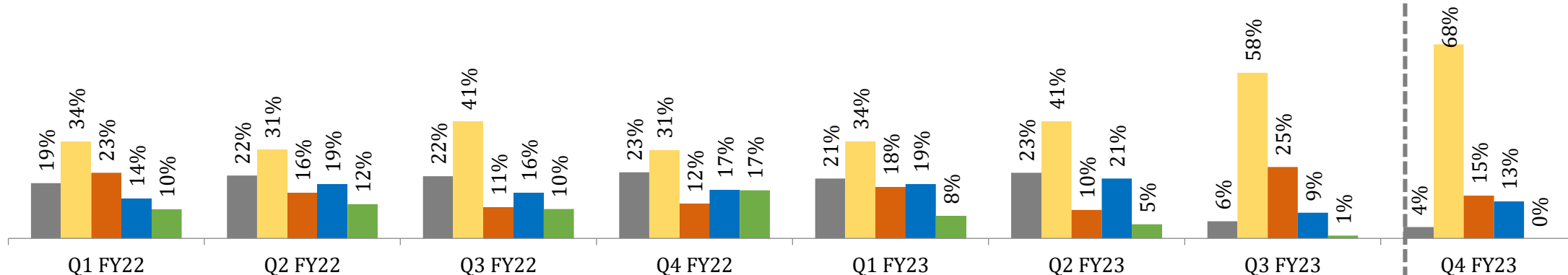
0.78

0.61

0.56

1.13

0.97



**Value**  
(Rs. Cr)

249

429

561

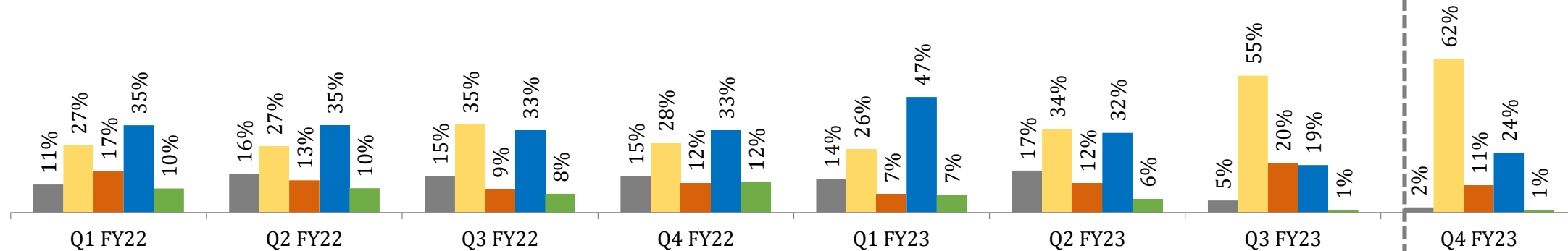
501

445

367

716

704



■ Affordable – Ivy estate, Three Jewels, Crown, Equa

■ Township – Life Republic

■ MIG – Little Earth, Western Avenue, Centria, Tuscan, Raaga, Exente, Mirabilis, GOV, Downtown

■ 24K Luxury/Mumbai – Giga, Atria, Jai-Vijay, Evara, Grazio, Stargaze, Verve, Vaayu, Alora, K52

■ DMA

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



# Priority Launches

FY23 - Launches  
 FY24 - Expected Launches

Projects	Location	Use	Total Saleable Area (msf.)	Topline Potential	Phase I launch potential (msf)	Phase I launch potential (In Crore)
Kiwale	Kiwale	Residential	2.50	1,400	0.80	450
Baner	Baner	Mixed Use	1.60	1,450	0.90	800
Pimple Nilakh	Pimple Nilakh	Residential	0.80	800	0.50	525
Tathawade (DMA)	Tathawade	Residential	0.80	500	0.40	250
Wagholi	Wagholi	Residential	0.75	400	0.75	400
NIBM	NIBM	Residential	1.15	900	0.58	450
<b>Pune Total</b>		<b>Pune Total</b>	<b>7.60</b>	<b>5,450</b>	<b>3.93</b>	<b>2,875</b>
R1D	Hinjewadi	Residential	0.20	110	0.20	110
R10D			0.17	100	0.17	100
R10BC			0.28	160	0.28	160
R10E			0.20	115	0.20	115
R13-Phase I			0.90	550	0.90	550
R17A(Row House)			0.34	225	0.34	225
R5			1.50	1,000	0.75	500
R11			0.44	290	0.44	290
R13-Phase II			0.90	550	0.90	550
R16 (Balance)			0.48	250	0.48	250
R20			0.55	320	0.55	320
R22			1.40	800	0.45	275
R31/R32			0.65	430	0.32	215
<b>Life Republic Total</b>		<b>Life Republic Total</b>	<b>8.00</b>	<b>4,900</b>	<b>5.98</b>	<b>3,660</b>
Golden Pebbles	Kalina	Residential	0.13	300	0.13	300
Sukh Niwas	Khar		0.03	110	0.03	110
B3	Vashi		0.12	300	0.12	300
Vishwakarmanagar	Mulund West		0.61	900	0.31	450
<b>Mumbai Total</b>			<b>0.89</b>	<b>1,610</b>	<b>0.59</b>	<b>1,160</b>
Raaga 3	Hennur Road	Residential	0.25	140	0.25	140
<b>Total</b>			<b>16.74</b>	<b>12,100</b>	<b>10.75</b>	<b>7,835</b>

## FY23 - Launches

Volumes: 3.05 mn. sq. ft.  
 Value: Rs. 2,120 crore

## FY24 - Expected Launches

Volumes: 7.39 mn. sq. ft.  
 Value: Rs. 5,265 crore

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.

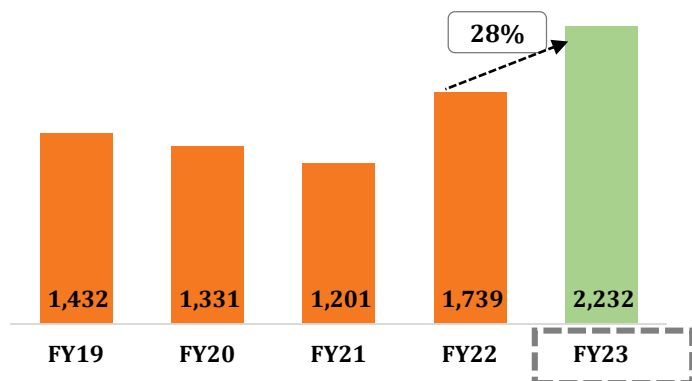
\*0.48 MSF launched in April '23

# Mumbai Metropolitan Region - Expanding Footprint

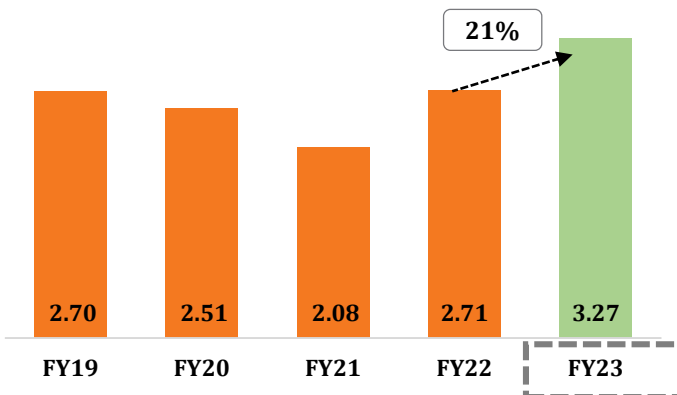


# Performance Highlights – FY23

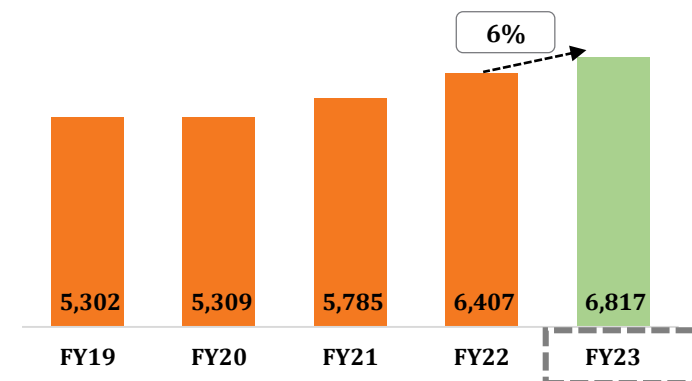
Sales Value (Rs. crore)



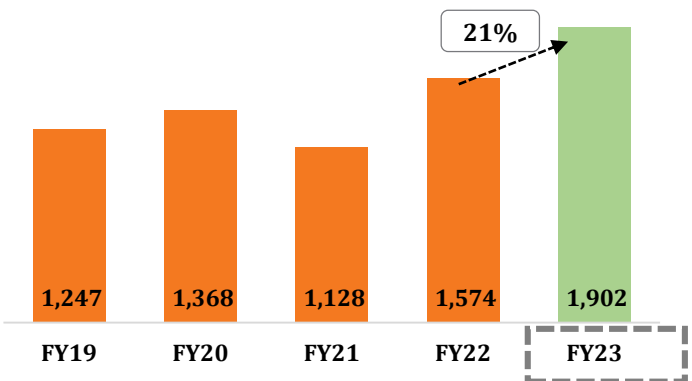
Sales Volume (msf)



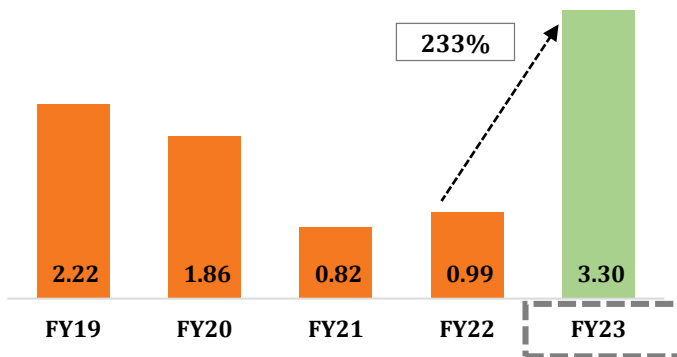
APR (Rs./sft.)



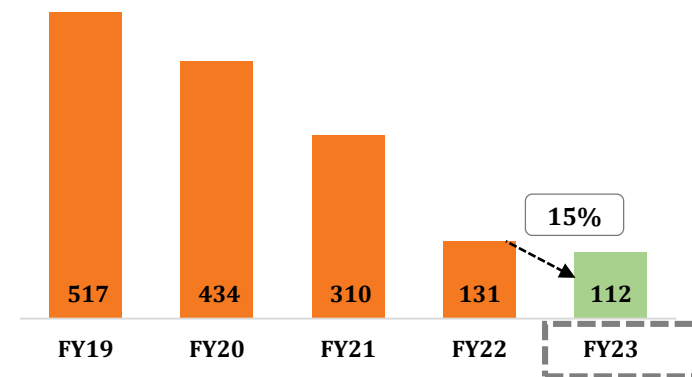
Collections (Rs. crore)



Delivery (msf)



Net Debt (Rs.crore)

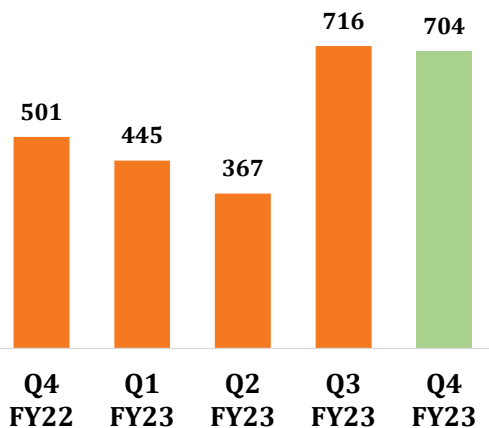


Note: Volume in million square feet is based on saleable area ; Collections include contribution from DMA projects

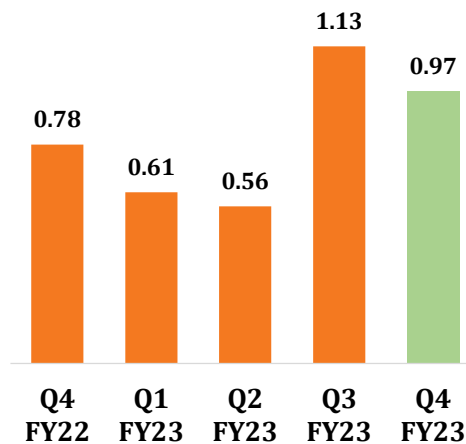


# Performance Highlights – Q4 FY23

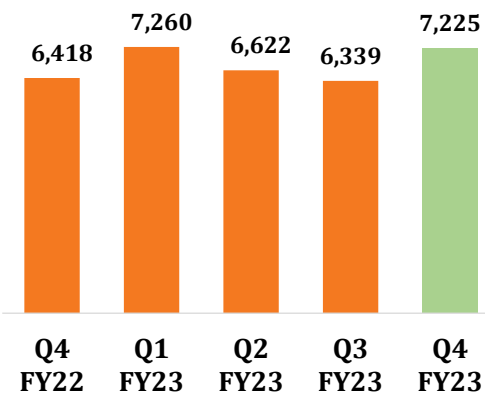
Sales Value (Rs. crore)



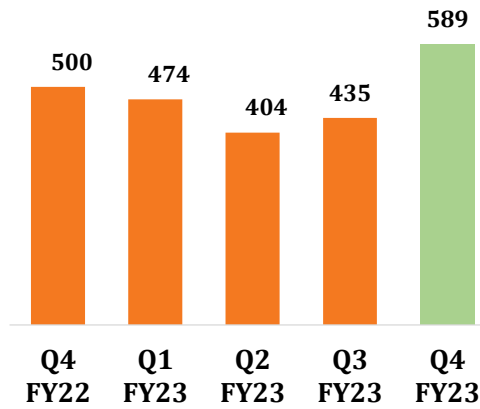
Sales Volume (mn. sq. ft.)



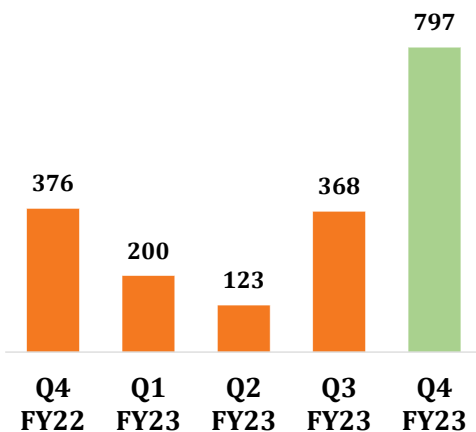
APR (Rs./sft.)



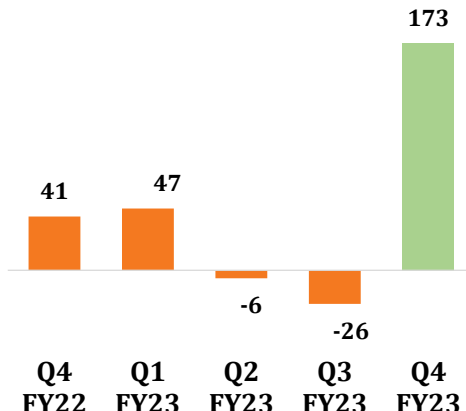
Collections (Rs. crore)



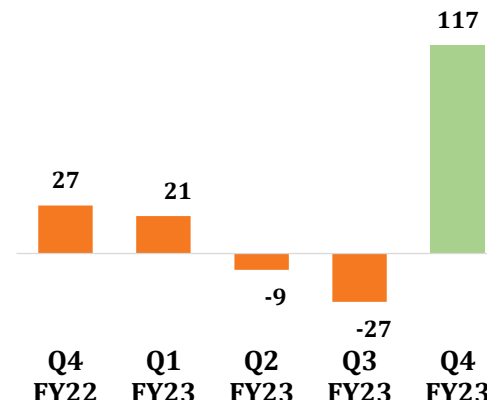
Revenue (Rs. crore)



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)	FY23 Un-Audited	Q4 FY23 Un-Audited
<b>Opening Balance* - A</b>	<b>350</b>	<b>269</b>
<b>Operating Activities</b>		
Collections	1805	545
Construction Cost	-894	-241
Other Expenses	-244	-41
Direct & Indirect Taxes	-138	-47
<b>Operating Cashflow – B</b>	<b>529</b>	<b>215</b>
<b>Financing Activities</b>		
Interest	-40	-8
OD/CC Movement	45	78
OCD/CCD/Zero Coupon NCD (Redemption)/Subscription	-32	-1
Dividend	-14	0
<b>Financing Cashflow – C</b>	<b>-41</b>	<b>68</b>
<b>Investing Activities</b>		
TDR/Premium Costs/Approval Cost / New Business Development	-306	-83
JV Partner/Land Cost	-80	-19
<b>Investing Cashflow – D</b>	<b>-386</b>	<b>-102</b>
<b>Closing Balance* (A+B+C+D)</b>	<b>452</b>	<b>452</b>

\*The inflows and outflows for associate companies are considered in the above cash flow. Accordingly, the closing balance includes Rs. 88 crore pertaining to associate companies which are not consolidated in the consolidated financial statements. Further, this also includes Rs. 8 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)	31 <sup>st</sup> Mar, 2023	31 <sup>st</sup> Dec, 2022	31 <sup>st</sup> Mar, 2022
	<b>CCM</b>	<b>CCM</b>	<b>CCM</b>
Net Worth	1046	930	959
Gross Debt	542	469	522
Less: OCD/CCD/OCPRS/Zero Coupon NCDs	73	80	100
Debt	468	389	421
Less: Cash & Cash Equivalents & Current Investments**	356	195	290
Net Debt	112	194	131
Net Debt/Equity	0.11	0.21	0.14

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

**\*\*The Cash & Cash Equivalents & Current Investments are as per financial statements and do 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)	Q4 FY23	Q3 FY23	Q4 FY22	QoQ	YoY	FY23	FY22	YoY
Revenue from Operations	796.9	368.1	376.1	116.5%	111.9%	1,488.4	1,117.5	33.2%
EBITDA	173.4	-25.5	40.5	-	328.5%	189.3	186.2	1.7%
EBITDA Margin (%)	21.8%	-6.9%	10.8%	-	-	12.7%	16.7%	-
Profit before tax	172.0	-36.8	33.8	-	408.1%	169.6	144.8	17.2%
PBT Margin	21.6%	-10.0%	9.0%	-	-	11.4%	13.0%	-
Net profit/loss after tax (pre-MI)	120.8	-28.1	26.7	-	352.8%	111.8	84.8	31.8%
Net Profit (post-MI)	116.9	-26.9	26.8	-	335.8%	102.5	79.4	29.0%
PAT Margin % (post-MI)	14.7%	-7.3%	7.1%	-	-	6.9%	7.1%	-



# KPDL Project Portfolio – 31.03.23

Gross Details (including partner's share)

Projects (Pune Excl. LR)	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
Giga	100%	-	0.69	-	0.69
Stargaze	62%	0.04	-	-	0.04
Ivy Estate	100%	0.01	-	-	0.01
Downtown	100%	0.01	-	1.09	1.10
Little Earth-Kiwale	100%	0.29	1.38	-	1.65
Little Earth-Kiwale(Planet)	17%	0.14	0.33	-	0.48
Pimple Nilakh	100%	-	0.80	-	0.80
Wagholi*	100%	-	0.75	-	0.75
NIBM*	67%	-	1.15	-	1.15
Ghotawade	50%	-	-	3.2	3.20
Aundh	100%	-	-	1.00	1.00
Kalyani Nagar	100%	-	-	1.00	1.00
Equa / Wagholi	36%	0.24	-	-	0.24
Baner	100%	-	1.60	-	1.60
Crown,Moshi	50%	-	-	0.54	0.54
Boat Club Road	100%	-	-	0.36	0.36
<b>Pune Total:</b>		<b>0.73</b>	<b>6.70</b>	<b>7.19</b>	<b>14.61</b>
<b>Total Top-Line Potential – Rs. ~10,525 crore</b>					

Projects (LR)	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
Life Republic	95%	0.75	5.92	11.65	18.32
Universe (R10), LR	49%	0.26	-	-	0.26
<b>LR Total:</b>		<b>1.01</b>	<b>5.92</b>	<b>11.65</b>	<b>18.58</b>
<b>Total Top-Line Potential – Rs. ~11,134 crore</b>					

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

\*Projects added during Q1 FY24

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%	0.02	-	-	0.02
K52	100%	0.02	-	-	0.02
Alora	100%	0.10	-	-	0.10
Shree Avadhoot	100%	-	-	0.38	0.38
Vishwakarmanagar *	100%	-	0.61	-	0.61
B3, Vashi*	100%	-	0.12	-	0.12
Other Mumbai Projects	100%	-	-	0.31	0.31
<b>Mumbai Total:</b>		<b>0.19</b>	<b>0.73</b>	<b>0.69</b>	<b>1.61</b>
<b>Total Top-Line Potential – Rs. ~3,130 crore</b>					

Projects (Bengaluru)	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
Raaga	100%	-	0.25	-	0.25
24K Grazio	100%	0.19	-	-	0.19
<b>Bengaluru Total:</b>		<b>0.19</b>	<b>0.25</b>	<b>0</b>	<b>0.44</b>
<b>Total Top-Line Potential – Rs. ~321 crore</b>					

Projects (Pune+Mum.+B'luru)	Ongoing & Unsold	Under Approval	Land Bank	Total
Owned projects	2.12	13.60	19.53	35.25
DM	-	0.80	-	0.80
<b>Total Company Portfolio</b>	<b>2.12</b>	<b>14.40</b>	<b>19.53</b>	<b>36.05</b>
<b>Total Top-Line Potential – Rs. ~25,550 crore</b>				

# 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

- 12 society redevelopment projects in Mumbai - 2 completed, 5 ongoing, 5 future projects
- Mumbai and Bengaluru contribution - ~30% of sales value by FY25

## 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 collections
- 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 ROCE of ~14% (two year average)
- 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

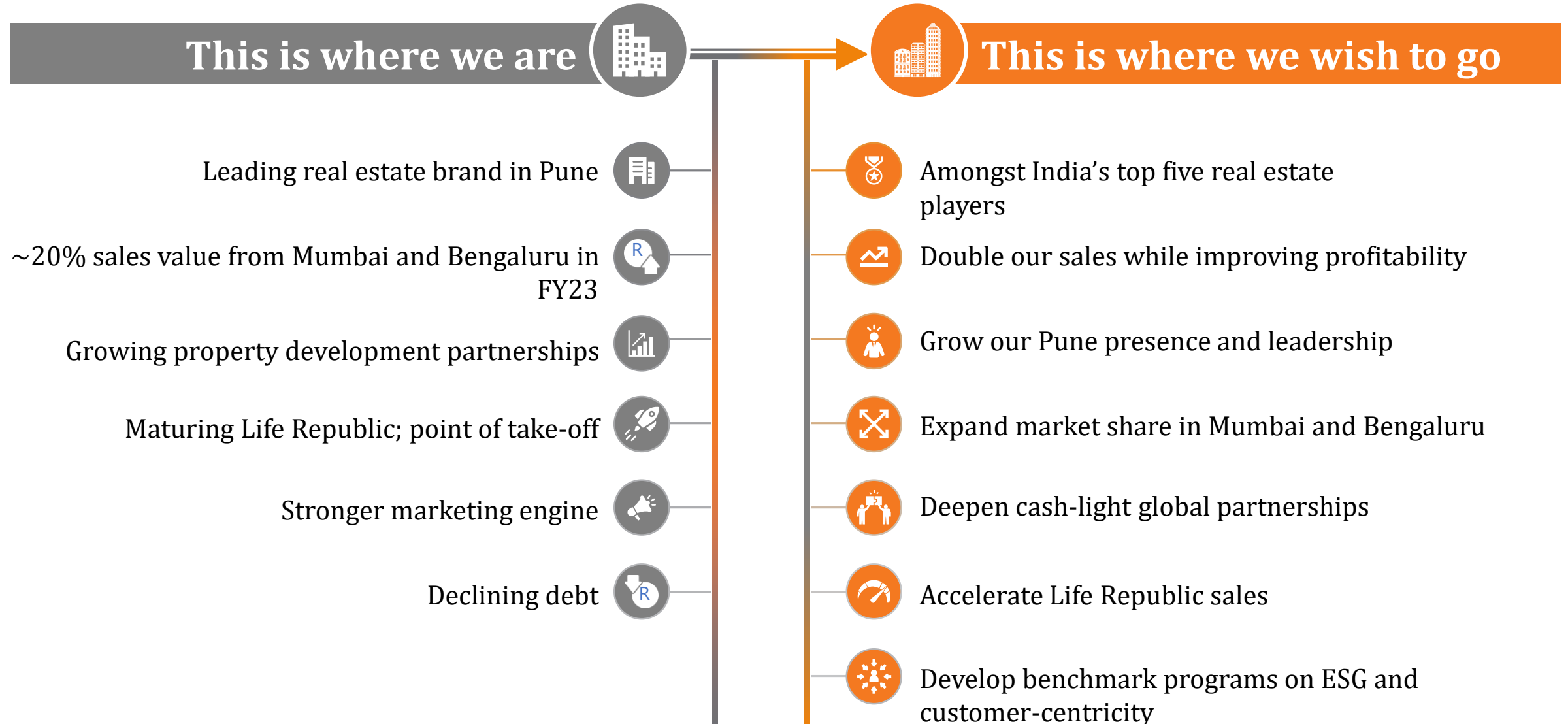
## New project acquisition

- Targeting new business development with topline potential of ~Rs.8,000 crore in FY24 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

## Priority Launches

- 3 cities – Pune, Mumbai & Bengaluru
- ~16.74 mn. sf. ft. of saleable area
- ~Rs. 12,100 crore. of topline potential

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





# Awards and Recognitions - KPDL received 60+ awards in the last five years

## 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 Project - Township (Metro : Ongoing)- LIFE Republic, ET Real Estate Awards 2023 - WEST
- Top Mid-segment Homes, Project Little Earth, Pune Mirror (Real Estate Icons), 2022
- Luxury Project of the year - 24K Stargaze, ET Now, 2019-20
- Luxury Project of the year - 24K Stargaze, Times Network, 2017-18
- Residential Project - Mid Segment (Metro : Ongoing)- AROS, ET Real Estate Awards 2023 - WEST
- Residential High Rise Architecture India, Asia Pacific Property Awards (IPA), 2020-21
- Innovative marketing campaign of the year - Life Republic, ET Now, 2019-20
- Integrated Township of the year - Life Republic, ABP News, 2016-17
- Residential Property India - 24K Stargaze By Kolte Patil Developers Limited, Asia Pacific Property Awards (IPA) 2022-23
- Top Township projects (above 350 acres), Times Real Estate Icons, 2020-21
- Integrated Township of the year, CNN News18, 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 58 projects including residential complexes, integrated townships, commercial complexes and IT Parks covering a saleable area of ~26 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 has twelve projects (two completed, five on-going, 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 nonconvertible 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 India 2021, Asia Pacific Property Awards (IPA).

For more details on Kolte-Patil Developers Ltd., visit [www.koltepatil.com](http://www.koltepatil.com)

**Dipti Rajput, CFA**

VP – Investor relations

Kolte-Patil Developers Ltd.

City Bay, Dhole Patil Rd, Pune - 411001

Tel: +91 7400481432 | Email: [Dipti.rajput@koltepatil.com](mailto:Dipti.rajput@koltepatil.com)

**Shiv Muttoo / Smit Shah**

Adfactors PR, India

Tel: +91 983 355 7572 / +91 98707 89596

Email: [shiv.muttoo@adfactorspr.com](mailto:shiv.muttoo@adfactorspr.com) | [smit.shah@adfactorspr.com](mailto:smit.shah@adfactorspr.com)