



Kolte-Patil Developers Limited

Results Presentation

Q1 FY24



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

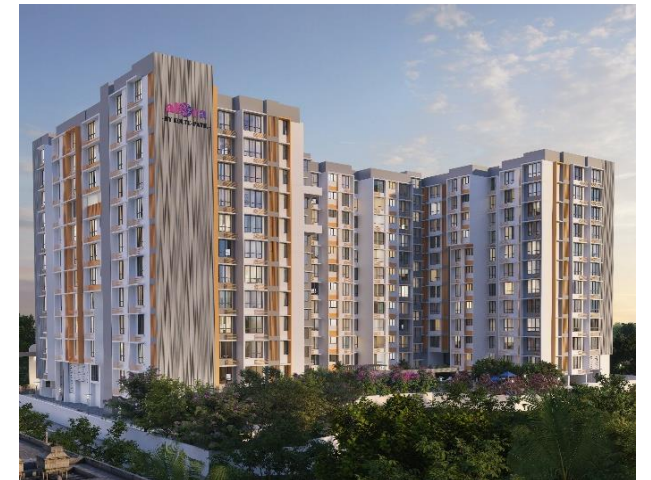


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**About Kolte-Patil
Developers Ltd.**

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

~35 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: 4.06%

Others: 21.49%

Benchmark credit-rating

Long Term Bank Loan

Facilities A+/Stable (CRISIL)

NSE/BSE Listed

IPO in Dec 2007

Kolte-Patil Developers - Unleashing Possibilities



- Successive years of debt reduction
- Consistently positive operating cash flows
- Capital light growth model

**Strengthening
the Balance Sheet**



0.02x

Net Debt to Equity Ratio,
as on 30th June 2023



- Strengthening geographical diversification
- Contribution to Sales by FY25
Pune – 70%;
Mumbai+Bengaluru – 30%
- Robust business development pipeline

**Recalibrating
market exposure**



Rs. 8,000 cr.

FY24 – Business Development (Guidance)



- Broad-based presence selectively across cities
- Leveraging brand recall/market leadership
- Diversified product offering (affordable to luxury)

**Strengthening
the Sales Engine**



25%

Sales CAGR over FY23-25 (Guidance)



- Strategic, operational and financial prudence
- Stronger sales pipeline for next round of growth
- Collections trending higher

**Building a pipeline
for multi-year growth**



Rs. 25,571 cr.

Project portfolio
(under execution, approval and land bank;
based on current estimates)



Kolte-Patil Developers – Business Development Strategy

Acquire projects with GDV of Rs. 8,000 crore in FY24 across Pune, Mumbai and Bengaluru

Pune to contribute 70% to sales by FY25

- **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

Key Highlights



1

FY24 New Launches till date

- Launched five projects with saleable area ~2.72 msf and topline potential of Rs. 1,985 crore

2

Business Development – Acquired projects with total estimated saleable area of ~3 msf and topline potential of Rs. 3,450 crore

Sr. No.	Region	Saleable Area (msf)	Topline Potential (Rs. Cr.)
1	Goregaon (MMR)#	~0.48	~950
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

#Includes two society redevelopment projects acquired in (Goregaon West), MMR

*Acquired in April - May 2023; mentioned in Q4FY23 results presentation

3

Financial Performance

- Strong deliveries resulted in robust Q1FY24 revenues of Rs. 571 crore
- EBITDA margins stood at 16% for Q1FY24

4

Net Debt to Equity Ratio

- As on 30th June 2023, the Company's net debt-equity ratio was 0.02x

Operational Highlights – Q1 FY24

New area sales	Q1FY24	Q4FY23	Q1FY23	QoQ	YoY	FY23	FY22	YoY
Volume (million sq. ft.)	0.93	0.97	0.61	-5%	52%	3.27	2.71	21%
Value (Rs. Crore)	701	704	445	-0.4%	58%	2,232	1,739	28%
Realization (Rs./sq. ft.)	7,545	7,225	7,260	4%	4%	6,817	6,407	6%
Collections (Rs. Crore)	513	589	474	-13%	8%	1,902	1,574	21%

Q1FY24 - Sales at Rs. 701 crore registered a growth of 58% YoY

- Third consecutive quarter with sales value of over Rs. 700 crore
- Overall realizations increased by 4% with meaningful contribution from 24K Altura project in Baner;
- The sales figures for the quarter also benefited from strong volume increase of 52%.
- KPDL's flagship project Life Republic (LR) registered sales volumes of 0.52 million sq. ft. in Q1 FY24

New launches

- Launched ~1.38 million sq. ft. in Pune in Q1 FY24
 - 24K Altura project in Baner
 - Arezo-JKD project in Life Republic township, Hinjewadi
- New launches contributed ~43% to the pre-sales value during the quarter

Q1FY24 - Collections at Rs. 513 crore registered a growth of 8% YoY

- This growth was facilitated by effective registration, sales, construction, and CRM systems.

Region-wise Sales – Q1 FY24

Total Projects

Total Area Sold
0.93 msf

Total Sales Value
Rs. 701 crore

Total Collection
Rs. 513 crore

Pune

0.90 msf
(97%)

RS. 646 crore
(92%)

RS. 383 crore
(75%)

Mumbai + Bengaluru

0.03 msf
(3%)

Rs. 55 crore
(8%)

Rs. 130 crore
(25%)

Sales & Collections – Ongoing Projects – Q1 FY24

Projects	Location	Area Sold (msf.)	Sales Value (Rs. Crore.)	APR (Rs./sft.)	Collections (Rs. Crore.)
Life Republic	Hinjewadi	0.39	250	6,382	144
Universe(R10) ,LR	Hinjewadi	0.13	86	6,825	46
24K Altura (Baner)	Baner	0.27	242	9,105	10
Stargaze	Bavdhan	0.01	11	6,598	40
Three Jewels	Kondhwa	0.01	3	4,748	29
Ivy Estate	Wagholi	0.01	4	8,784	17
Little Earth-Kiwale	Kiwale	0.03	20	4,979	40
Little Earth-Kiwale(Planet)	Kiwale	0.03	14	5,304	5
DMA	Wagholi/Baner	0.00	2	8,821	22
Other Projects		0.02	14	6,109	30
Total (Pune Projects)		0.90	646	7,153	383
Exente	Hosur Road	-	-	-	37
Total (Bengaluru Projects)		-	-	-	37
Jai-Vijay	Ville Parle (E)	-	-	-	3
Evara	Borivali (W)	-	-	-	1
Verve	Goregaon (W)	0.02	30	18,306	60
Vaayu	Dahisar (W)	0.00	2	14,723	19
K52	Khar (W)	0.00	11	38,837	7
Alora	Santacruz (E)	0.01	13	21,692	3
Total (Mumbai Projects)		0.03	55	21,098	93
Total (Pune + Bengaluru + Mumbai Projects)		0.93	701	7,545	513

New Sales Analysis – Q1 FY24

Volume
(msf.)

0.67

0.86

0.78

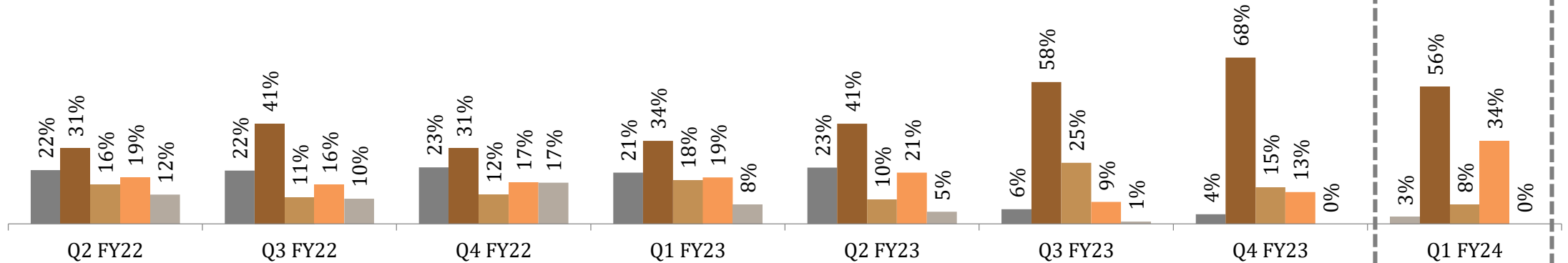
0.61

0.56

1.13

0.97

0.93



Value
(Rs. Cr)

429

561

501

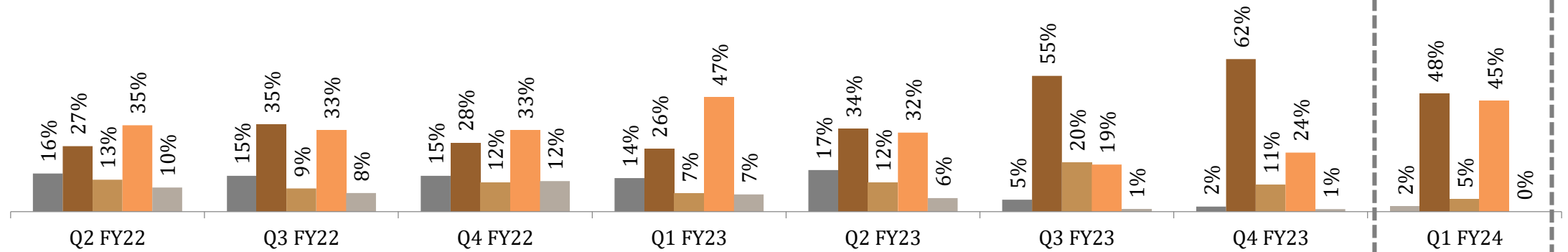
445

367

716

704

701



■ 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

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
Pimple Nilakh	Pimple Nilakh	Residential	0.80	800	#0.30	#300
Baner	Baner	Mixed Use	1.60	1,450	0.90	800
NIBM	NIBM	Residential	1.15	900	0.58	450
Tathawade (DMA)	Tathawade	Residential	0.80	500	0.40	250
Wagholi	Wagholi	Residential	0.75	400	0.75	400
Pune Total			7.60	5,450	3.73	2,650
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
R16 (Balance)			0.48	250	0.48	250
R22			1.40	800	*0.73	*420
R31/R32			0.64	430	*0.32	*215
R5			1.50	1,000	0.75	500
R11			0.44	290	0.44	290
R13-Phase II			0.90	550	0.90	550
R20			0.55	320	0.55	320
Life Republic Total			8.00	4,900	6.26	3,805
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
Vishwakarmnagar	Mulund West		0.61	900	0.31	450
Mumbai Total			0.89	1,610	0.59	1,160
Raaga 3	Hennur Road	Residential	0.25	140	0.25	140
Total			16.74	12,100	10.82	7,755

FY23 - Launches Summary

Particulars	Volumes (msf)	Value (Rs. Crore)
Launched in FY23	3.05	2,120

FY24 - Launches Summary

Particulars	Volumes (msf)	Value (Rs. Crore)
Launch till date	2.73	1,985
Balance Launches	4.74	3,200
Total Planned Launched	7.47	5,185

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.

*Launched in July 2023

Launched in August 2023

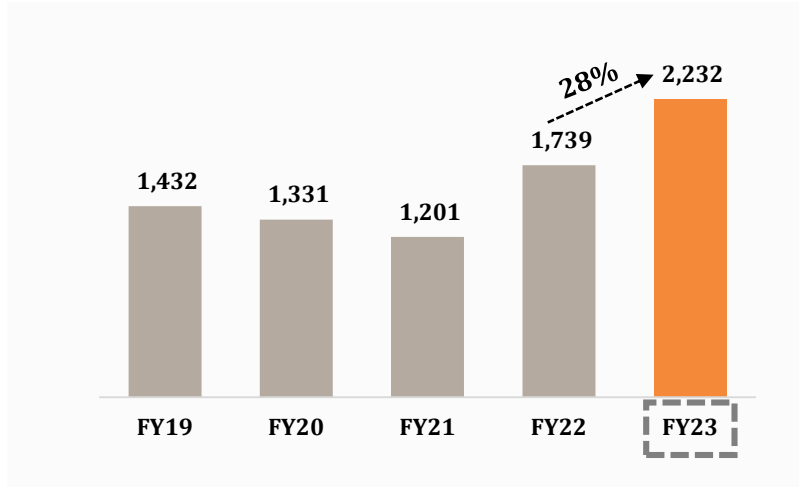
- ☐ FY23 - Launches
- ☐ FY24 - Launched till date
- ☐ FY24 - To be launched during FY24

Mumbai Metropolitan Region - Expanding Footprint

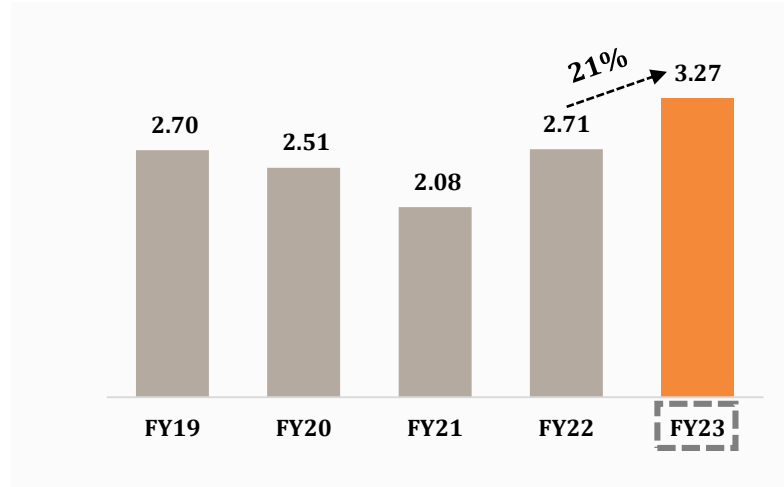


Performance Highlights – Annual

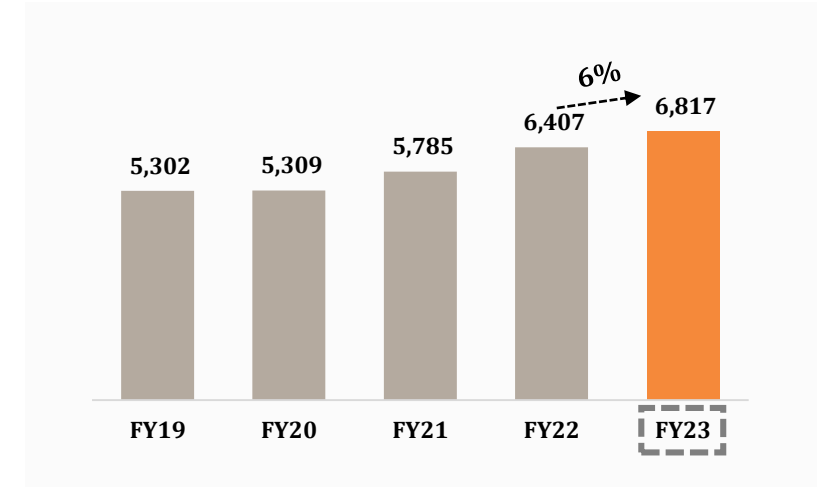
Sales Value (Rs. crore)



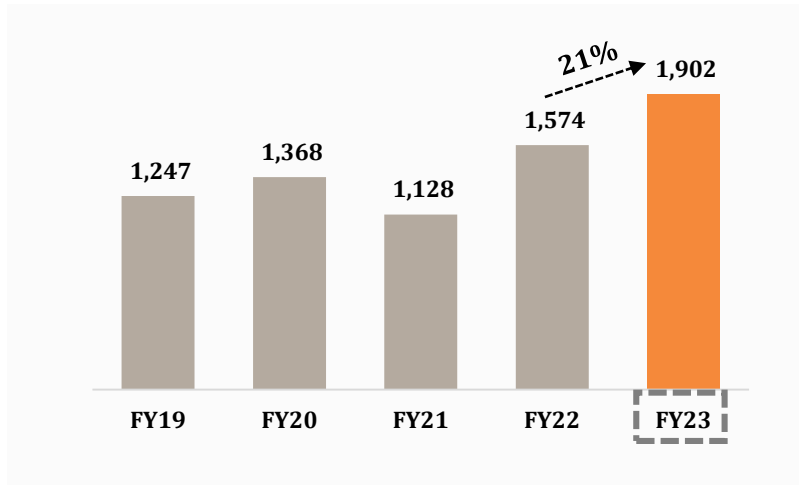
Sales Volume (msf)



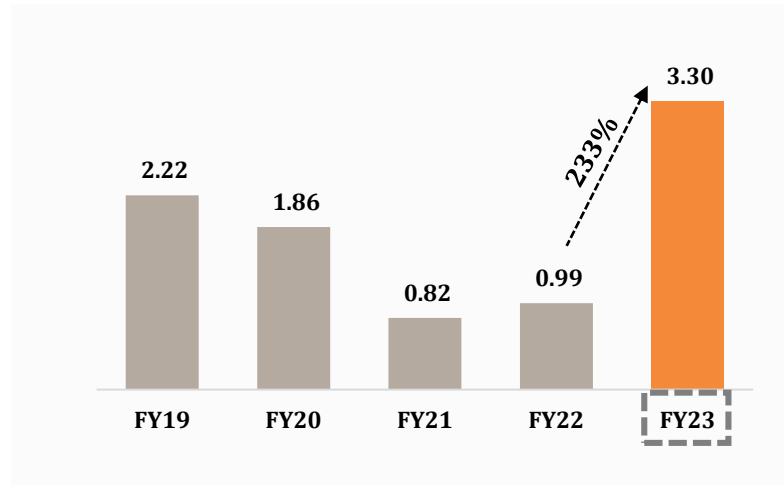
APR (Rs./sft.)



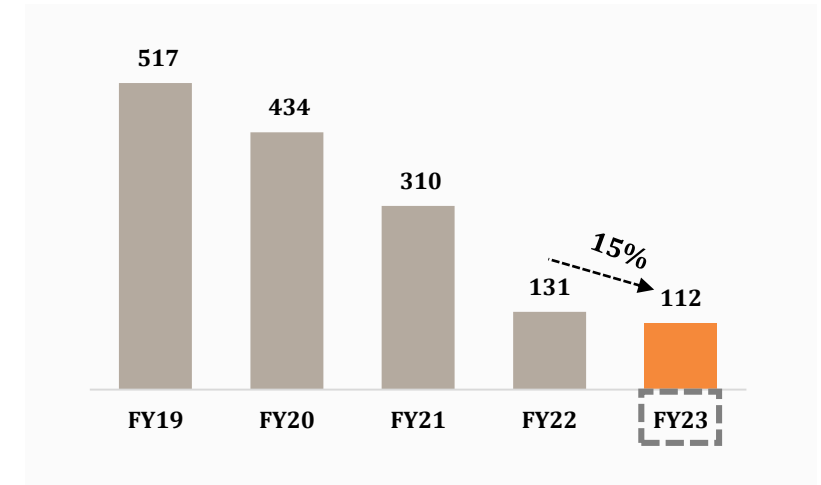
Collections (Rs. crore)



Delivery (msf)



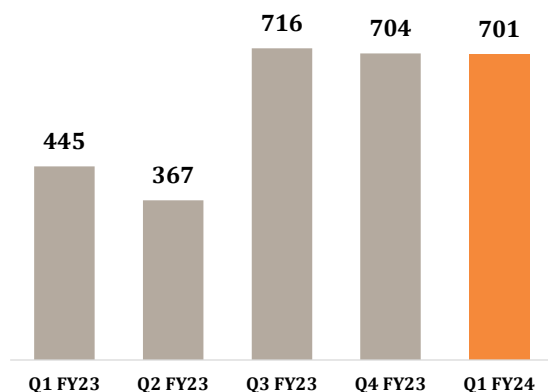
Net Debt (Rs.crore)



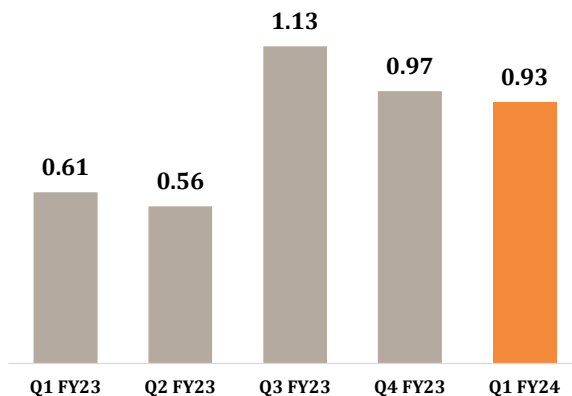
Note: Volume in million square feet is based on saleable area ; Collections include contribution from DMA projects

Performance Highlights – Quarterly

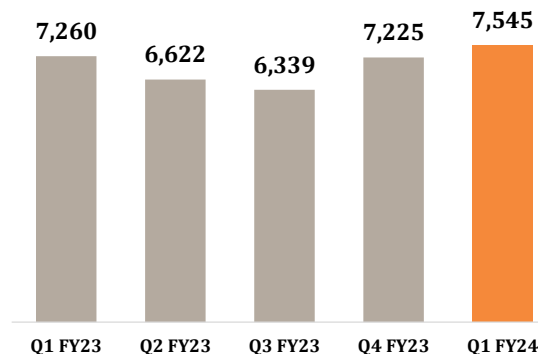
Sales Value (Rs. crore)



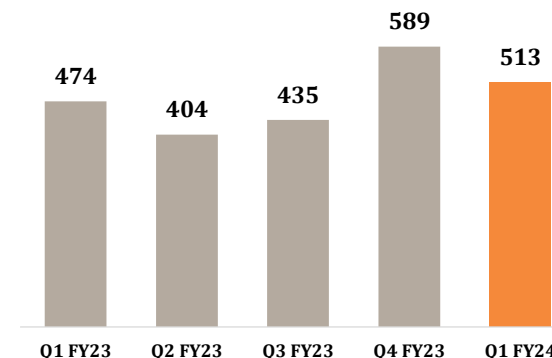
Sales Volume (mn. sq. ft.)



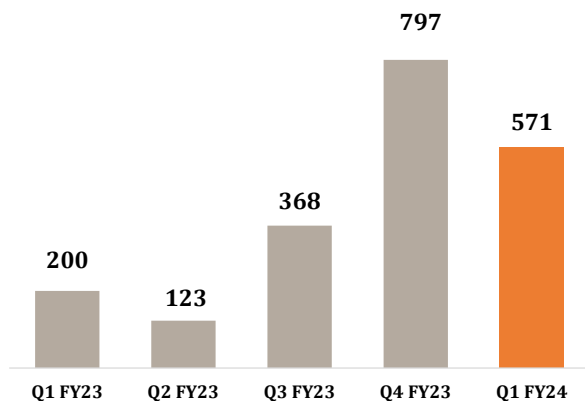
APR (Rs./sft.)



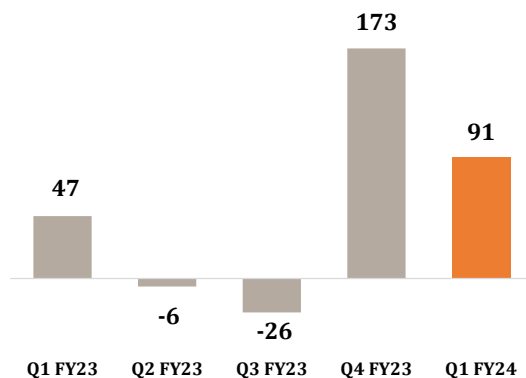
Collections (Rs. crore)



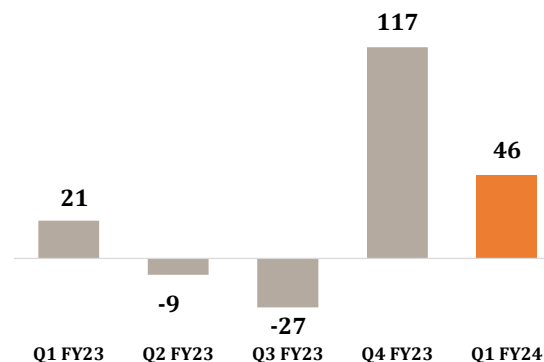
Revenue (Rs. crore)



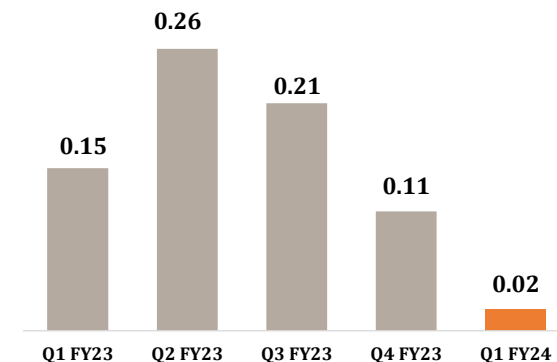
EBITDA (Rs. crore)



PAT (Rs. crore)



Net Debt/Equity



Abridged Cash Flows

Abridged Cash flows - (Rs. crore)	Q1 FY24 Un-Audited	FY23 Un-Audited
Opening Balance* - A	452	350
Operating Activities:		
Collections	491	1805
Construction Cost	-282	-894
Other Expenses	-91	-244
Direct & Indirect Taxes	-31	-138
Operating Cashflow – B	87	529
Financing Activities:		
Interest	-10	-40
OD/CC Movement	-113	45
OCD/CCD/Zero Coupon NCD (Redemption)/Subscription	338	-32
Dividend	0	-14
Financing Cashflow – C	215	-41
Investing Activities:		
TDR/Premium Costs/Approval Cost / New Business Development	-279	-306
JV Partner/Land Cost/PE Payout	-81	-80
Investing Cashflow – D	-360	-386
Closing Balance* (A+B+C+D)	394	452

*The inflows and outflows for associate companies are considered in the above cash flow. Accordingly, the closing balance includes Rs. 46 crore pertaining to associate companies which are not consolidated in the consolidated financial statements. Further, this also includes Rs. 9 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)	30 th June, 2023	31 st Mar, 2023
	CCM	CCM
Net Worth	1,094	1,046
Gross Debt	729	542
Less: OCD/CCD/OCPRS/Zero Coupon NCDs	372	73
Debt	357	468
Less: Cash & Cash Equivalents & Current Investments**	339	356
Net Debt	17	112
Net Debt/Equity	0.02	0.11

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)	Q1 FY24	Q4 FY23	Q1 FY23	QoQ	YoY
Revenue from Operations	571.2	796.9	200.1	-28.3%	185.4%
EBITDA	91.2	173.4	46.9	-47.4%	94.4%
EBITDA Margin (%)	16.0%	21.8%	23.4%	-	-
Profit before tax	58.8	172.0	40.1	-65.8%	46.6%
PBT Margin	10.3%	21.6%	20.1%	-	-
Net profit/loss after tax (pre-MI)	48.0	121.3	26.0	-60.5%	84.3%
Net Profit (post-MI)	46.0	117.4	21.2	-60.9%	116.4%
PAT Margin % (post-MI)	8.0%	14.7%	10.6%	-	-

KPDL Project Portfolio – 30.06.23

Gross Details (including partner's share)

Projects (Pune Excl. LR)	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
24K Altura (Baner)	100%	0.64	0.70		1.34
Pimple Nilakh	100%	0.30	0.50	-	0.80
Equa / Wagholi	36%	0.23	-	-	0.23
Little Earth-Kiwale	100%	0.19	1.43	-	1.62
Little Earth-Kiwale(Planet)	17%	0.12	0.33	-	0.45
Stargaze	62%	0.03	-	-	0.03
Ivy Estate	100%	0.01	-	-	0.01
Giga	100%	-	0.69	-	0.69
Wagholi	100%	-	0.75	-	0.75
NIBM	67%	-	1.15	-	1.15
Ghotawade	50%	-	-	3.2	3.20
Downtown	100%	0.01	-	1.09	1.10
Aundh	100%	-	-	1.00	1.00
Kalyani Nagar	100%	-	-	1.00	1.00
Boat Club Road	100%	-	-	0.36	0.36
Pune Total:		1.55	5.56	6.65	13.75

Total Top-Line Potential – Rs. ~10,039 crore

Projects (LR)	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
Life Republic	95%	1.99	4.39	11.65	18.03
Universe (R10), LR	49%	0.15	-	-	0.15
LR Total:		2.14	4.39	11.65	18.17

Total Top-Line Potential – Rs. ~10,896 crore

Saleable area in million square feet based on current FSI norms and subject to change;

Top-line potentials are based on current estimates.

*projects acquired in August'2023

Gross Details (including partner's share)

Projects (Mumbai)	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
Vaayu	100%	0.05	-	-	0.05
Sukh Niwas (K52)	100%	0.02	-	-	0.02
Golden Pebbles (Alora)	100%	0.10	-	-	0.10
Vishwakarmanagar	100%	-	0.61	-	0.61
B3, Vashi	100%	-	0.12	-	0.12
Shree Avadhoot	100%	-	-	0.38	0.38
Jal Nidhi*	100%	-	0.00	0.21	0.21
Jal Mangal Deep*	100%	-	0.00	0.27	0.27
Jumbo Darshan	100%	-	-	0.19	0.19
Mumbai Total:		0.17	0.73	1.04	1.95

Total Top-Line Potential – Rs. ~3,814 crore

Projects (Bengaluru)	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
24K Grazio	100%	0.19	-	-	0.19
Raaga	100%	-	0.25	-	0.25
Bengaluru Total:		0.19	0.25	-	0.44

Total Top-Line Potential – Rs. ~323 crore

Projects (Pune+Mum.+B'luru)	Ongoing & Unsold	Under Approval	Land Bank	Total
Owned projects	4.05	10.92	19.34	34.31
DM(Tathawade)	-	0.80	-	0.80
Total Company Portfolio	4.05	11.72	19.34	35.11

Total Top-Line Potential – Rs. ~25,571 crore

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

- 13 society redevelopment projects in Mumbai - 2 completed, 5 ongoing, 6 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

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

KPDL Awards

- Legacy Brand in Real Estate – Pune, Times Power Brands, 2023
- Best Realtor , Times Realty, 2019-20
- Brand of the Year, Economic Times, 2018-19
- India's Top Challengers, Construction World 2017-18
- Most Iconic Luxury Brand in Real Estate, 24K, ET Business Awards, 2022
- 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
- Trusted Brand of the Year, Times Realty, 2021-22
- India's Top Challengers, Construction World Global Award, 2020-21
- Developer of the Year Residential, CNN NNEWS18, 2019-20
- Luxury Developer of the Year – 24K, Times Network, 2017-18
- Top Developer of the year, Times Real Estate Icons, 2020-21
- 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

Project Awards

- Residential Project - Township (Metro : Ongoing)- LIFE Republic, ET Real Estate Awards 2023 – WEST
- Best Township Project – Pune, Life Republic by Kolte Patil, Times Power Brands, 2023
- 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
- Luxury Project of the year – K52, Real Estate Business Excellence, Zee Business, 2023
- Residential High Rise Architecture India, Asia Pacific Property Awards (IPA), 2020-21
- Innovative marketing campaign of the year – Life Republic, ET Now, 2019-20
- Residential Property India – 24K Stargaze By Kolte Patil Developers Limited, Asia Pacific Property Awards (IPA) 2022-23`
- 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
- Integrated Township of the year, CNN News18, 2019-20

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 thirteen projects (two completed, five on-going, six 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, IL&FS, Planet Smart City and Marubeni Corporation.

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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