Kolte-Patil Developers Limited | **Results Presentation** | **Q2 & H1 FY25**

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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Kolte-Patil Developers At a Glance

01

Leading

Real estate player in Pune with expanding presence across Mumbai & Bengaluru.

Strong track record of delivering varied projects including gated communities, residential complexes, integrated townships, mixed-use projects, IT parks, commercial complexes

02

3 Decades

of presence being incorporated in 1991

03

Diversified offerings across customer segments

Kolte-Patil brand (addresses the mid-priced segment and premium segment) and 24K brand (addresses the premium luxury segment).

04

NSE/BSE Listed

IPO in Dec 2007

05

~33.08 MSF

Project portfolio - under execution, approval, land bank

06

> 28 MSF

of area delivered across Pune, Bengaluru and Mumbai

07

Benchmark credit-rating

Long Term Bank Loan Facilities AA-/Stable (CRISIL)

08

Shareholding*

Promoters: 69.45%
Institutions: 8.32%
Others: 22.23%

*As on 30th September 2024

Kolte-Patil Developers Rising to the upper storey

Building a pipeline for multi-year growth

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

~Rs. 24,335 cr
Project portfolio
(under execution, approval and land bank; based on current estimates)

Recalibrating market exposure

- Strengthening geographical diversification
- Robust business development pipeline

Rs. 8,000 cr
FY25 – Business Development (Guidance)

Strengthening the Sales Engine

- Broad-based presence selectively across cities; Targeting 70% sales from the Pune market and 30% sales from the Mumbai and Bengaluru markets
- Leveraging brand recall/market leadership
- Diversified product offering (affordable to luxury)

25%
Sales CAGR over FY25-27 (Guidance)

Strengthening the Balance Sheet

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

Net Debt Rs. -58 cr
As on 30th September 2024

Key Highlights – H1 FY25

01 **Pre-Sales**
- H1 FY25 sales value at Rs. 1,481 cr, up 11% YoY; sales volumes at 1.99 msf up 4%

02 **Collections**
- H1 FY25 collections reached new highs of Rs. 1,162 cr; up 18% YoY

03 **Financial Performance**
- Firm deliveries resulted in revenues of Rs. 649 cr
- EBITDA margins stood at 6.8% for the first half

04 **Net Debt**
- As on 30th September 2024, the Company's net debt stood at Rs. -58 cr

05 **Operating Cash Flow**
- H1 FY25 operating cash flow stood at Rs. 442cr

Operational Highlights Q2 & H1 FY25

New area sales	H1 FY25	H1 FY24	YoY	Q2 FY25	Q1 FY25	Q2 FY24	QoQ	YoY
Value (Rs. cr.)	1,481	1,333	11%	770	711	632	8%	22%
Volume (msf)	1.99	1.91	4%	1.03	0.96	0.98	7%	5%
Realization (Rs./sq. ft.)	7,441	6,970	7%	7,472	7,407	6,426	1%	16%
Collections* (Rs. cr.)	1,162	985	18%	550	612	472	-10%	16%

**Collections include contribution from DMA projects*

Achieved highest ever quarterly sales value of Rs. 770 cr in Q2 FY25

- Achieved quarterly sales volumes of 1.03 msf, underlining strong market presence
- During Q2 FY25, average realizations improved 16% YoY, reaching Rs. 7,472 per square foot, with premium projects at Life Republic (LR) and 24K projects in Baner, Pimple Nilakh and LR driving the increase.
- KPDL's flagship project, Life Republic Integrated Township, registered sales volumes of 0.57 msf during the reported period

Achieved highest-ever half yearly collections of Rs. 1,162 cr in H1 FY25

- Marking a robust 18% YoY growth mainly on account of robust sales and consistent and timely execution of projects

Sales & Collections – Ongoing Projects – Q2 FY25

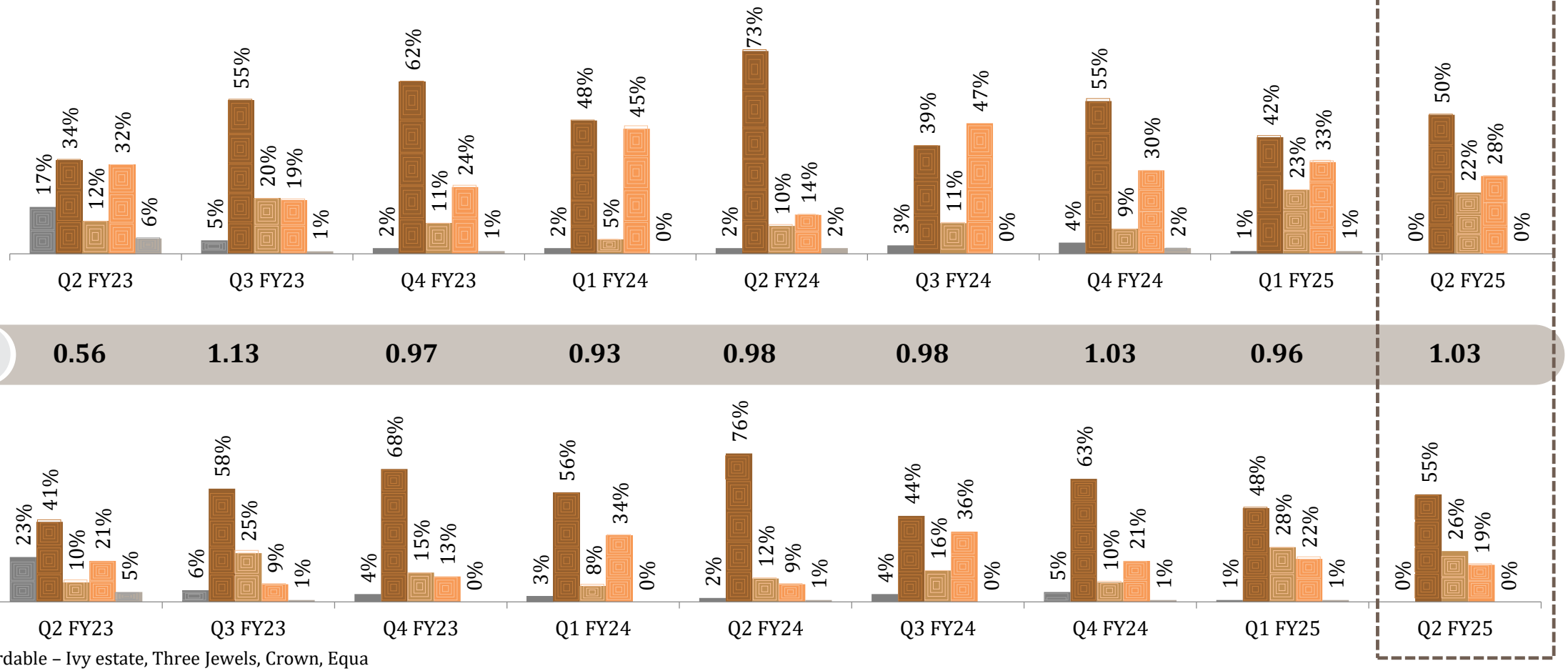
Project	Location	Area Sold (msf)	Sales Value (Rs. cr)	APR (Rs./sft)	Collections (Rs. cr)
Life Republic	Hinjewadi	0.56	385	6,872	228
Universe(R10) ,LR	Hinjewadi	0.01	3	6,115	53
24K Altura	Baner	0.10	96	10,090	58
24k Manor	Pimple Nilakh	0.09	105	11,106	45
Springshire	Wagholi	0.12	74	5,995	7
Little Earth-Kiwale	Kiwale	0.07	40	5,748	43
Little Earth-Kiwale (Planet)	Kiwale	0.03	19	5,582	47
DMA	Baner	0.00	3	11,790	2
Equa	Wagholi	0.00	1	5,518	5
Other Projects	Pune	0.01	4	7,561	20
Total (Pune Projects)		**0.99**	**730**	**7,362**	**508**
Alora	Santacruz (E), Mumbai	0.01	14	20,590	12
Other Projects	Mumbai	0.00	2	14,931	10
Lakeside 24(Raaga3)	Hennur Road, Bengaluru	0.03	24	7,942	8
Other Projects	Bengaluru	-	-	-	12
Total (Bengaluru + Mumbai Projects)		**0.04**	**40**	**10,315**	**42**
Total (Pune + Bengaluru + Mumbai Projects)		**1.03**	**770**	**7,472**	**550**

Sales & Collections – Ongoing Projects – H1 FY25

Project	Location	Area Sold (msf)	Sales Value (Rs. cr)	APR (Rs./sft)	Collections (Rs. cr)
Life Republic	Hinjewadi	1.02	679	6,672	519
Universe(R10) ,LR	Hinjewadi	0.01	8	6,685	158
24K Altura	Baner	0.22	217	9,888	116
24k Manor	Pimple Nilakh	0.15	162	11,034	77
Springshire	Wagholi	0.12	74	5,995	7
Little Earth-Kiwale	Kiwale	0.19	103	5,571	77
Little Earth-Kiwale (Planet)	Kiwale	0.10	58	5,516	72
DMA	Baner	0.01	11	10,116	11
Equa	Wagholi	0.01	7	5,474	15
Other Projects	Pune	0.02	13	6,983	47
Total (Pune Projects)		**1.85**	**1,332**	**7,194**	**1,099**
Alora	Santacruz (E), Mumbai	0.03	58	20,939	26
K52	Khar, Mumbai	0.00	5	35,560	3
Other Projects	Mumbai	0.00	3	14,736	9
Lakeside 24(Raaga3)	Hennur Road, Bengaluru	0.11	82	7,708	11
Other Projects	Bengaluru	0.00	1	6,866	14
Total (Bengaluru + Mumbai Projects)		**0.14**	**149**	**10,729**	**63**
Total (Pune + Bengaluru + Mumbai Projects)		**1.99**	**1,481**	**7,441**	**1,162**

New Sales Analysis – Q2 FY25

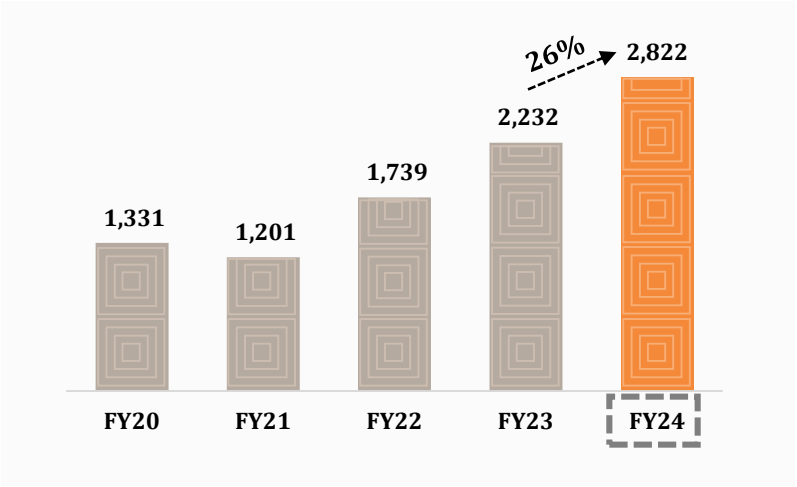
	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25
Value (Rs. cr)	367	716	704	701	632	746	743	711	770
Volume (msf)	0.56	1.13	0.97	0.93	0.98	0.98	1.03	0.96	1.03



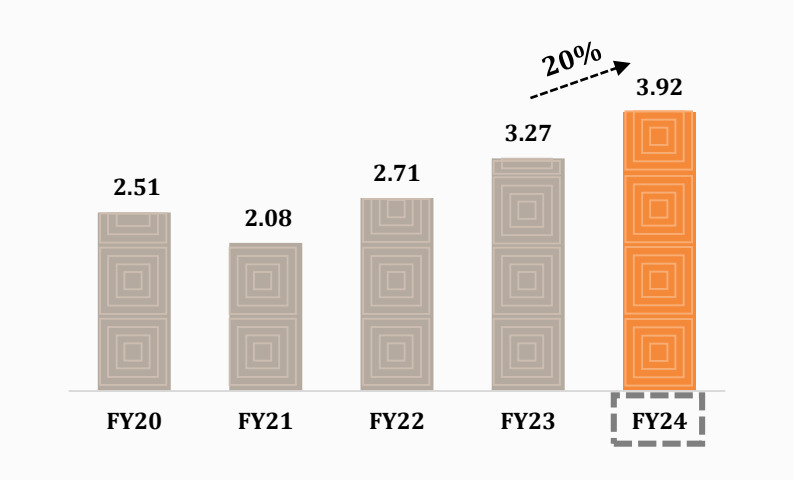
- Affordable – Ivy estate, Three Jewels, Crown, Equa
- Township – Life Republic
- MIG – Little Earth, Western Avenue, Centria, Tuscan, Raaga, Exente, Mirabilis, GOV, Downtown,Springshire
- 24K Luxury(Excluding LR)/Mumbai – Giga, Atria,Jai-Vijay, Evara, Grazio, Stargaze, Verve, Vaayu, Alora, K52, Manor, Altura
- DMA

Performance Highlights – Annual

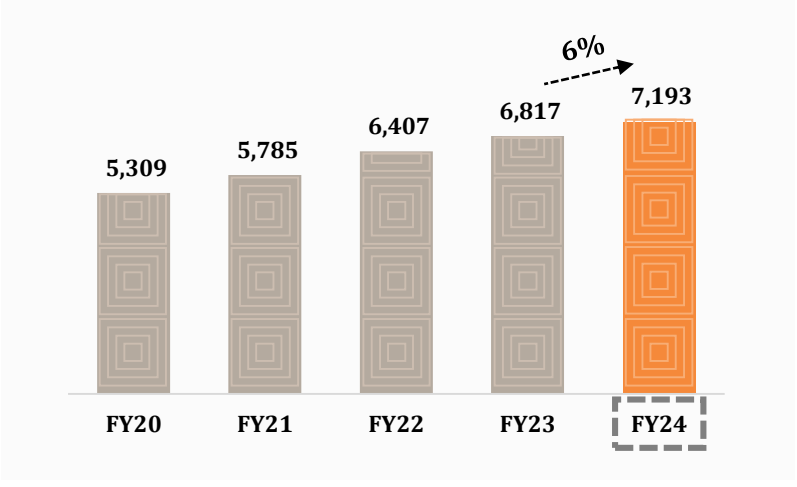
Sales Value (Rs. cr)



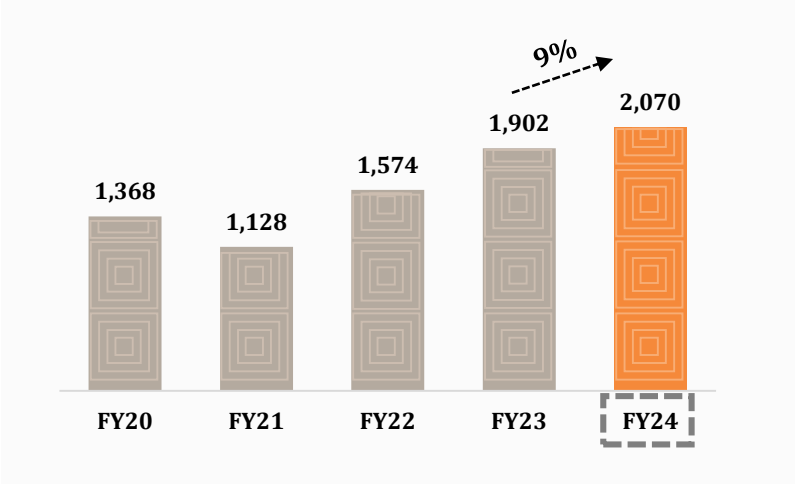
Sales Volume (msf)



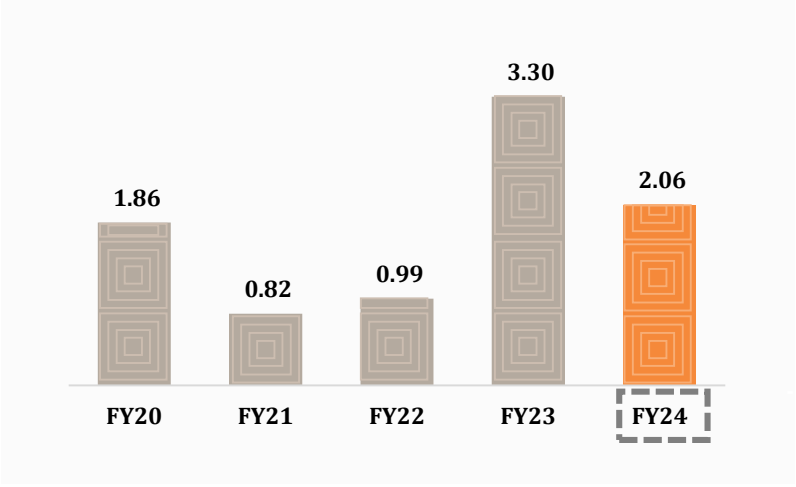
APR (Rs./sft)



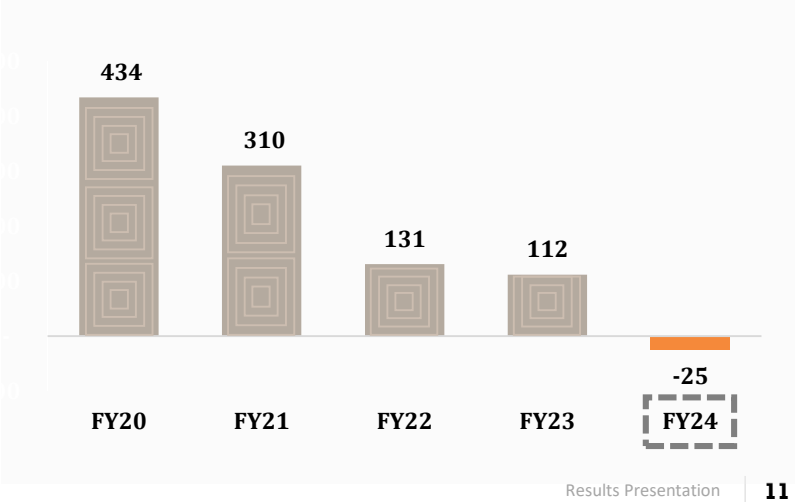
Collections (Rs. cr)



Delivery (msf)



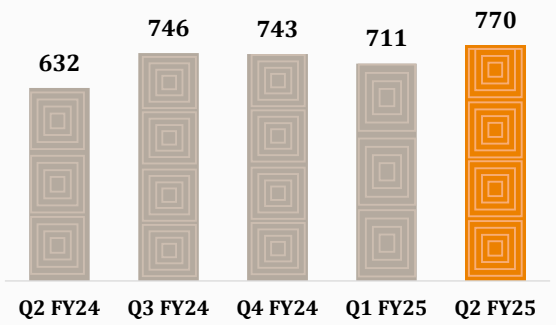
Net Debt (Rs. cr)



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

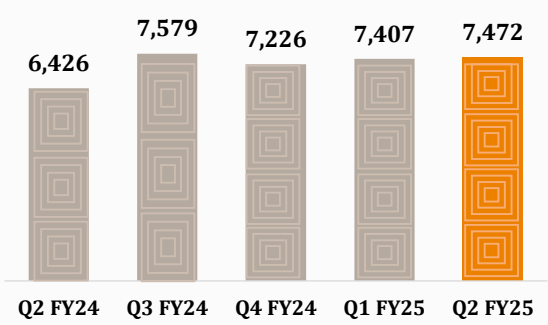
Performance Highlights – Quarterly

Sales Value (Rs. cr)

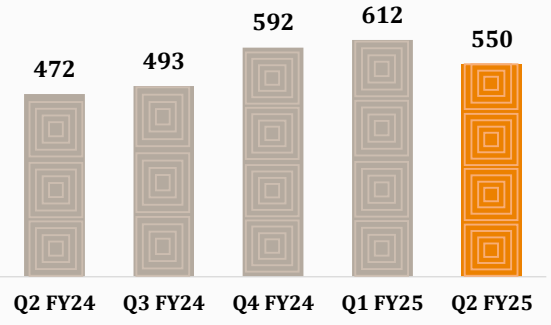


Sales Volume (msf)

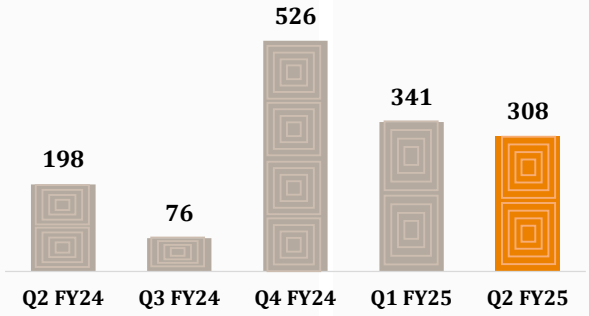
APR (Rs./sft)



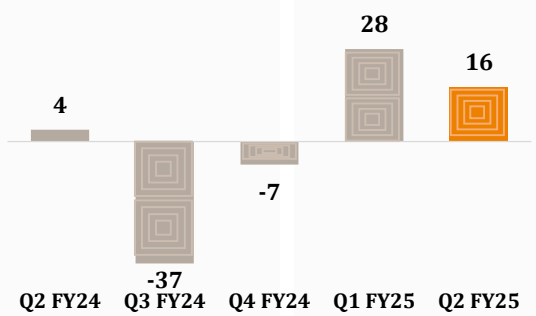
Collections (Rs. cr)



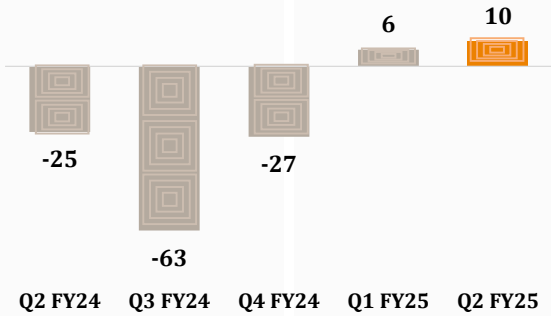
Revenue (Rs. cr)



EBITDA (Rs. cr)



PAT (Rs. cr)



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

Consolidated Profit and Loss Snapshot

P&L Snapshot (Rs. cr)	Q2 FY25	Q1 FY25	Q2 FY24	QoQ	YoY	H1 FY25	H1 FY24	YoY
Revenue from Operations	308.3	340.8	198.2	-9.5%	55.6%	649.0	769.3	-15.6%
EBITDA	16.2	27.8	3.5	-41.8%	364.7%	43.9	94.6	-53.6%
EBITDA Margin (%)	5.2%	8.2%	1.8%	-	3.5%	6.8%	12.3%	-
Profit before tax	15.7	14.4	-14.7	8.7%	206.3%	30.1	44.1	-31.8%
PBT Margin	5.1%	4.2%	-7.4%	0.9%	12.5%	4.6%	5.7%	-
Net profit/loss after tax (pre-MI)	10.3	6.4	-26.2	62.3%	139.4%	16.7	21.7	-23.1%
Net Profit (post-MI)	9.7	6.2	-25.3	56.4%	138.5%	16.0	20.7	-22.7%
PAT Margin % (post-MI)	3.2%	1.8%	-12.8%	1.3%	15.9%	2.5%	2.7%	-

Consolidated Debt Profile

Consolidated Debt Profile (Rs. cr)	30th September 2024	31st March 2024	30th September 2023
	CCM	CCM	CCM
Net Worth	**720**	734	861
Gross Debt	1,216	1,079	876
Less: OCD/Zero Coupon NCDs	706	600	483
Debt	510	478	392
Less: Cash & Cash Equivalents & Current Investments**	568	503	343
Net Debt	**-58**	-25	49

The Company has been assigned a 'CRISIL AA-/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.

Abridged Cash Flows

Abridged Cash flows (Rs. cr)	Q2 FY25 (Un-audited)	H1 FY25 (Un-audited)
Opening Balance* - A	**715**	**606**
Operating Activities:		
Collections	548	1,151
Construction Cost	-232	-494
Other Expenses	-72	-129
Direct & Indirect Taxes	-49	-86
Operating Cashflow – B	**195**	**442**
Financing Activities:		
Interest	-15	-29
OD/CC Movement	-36	34
OCD/CCD/Zero Coupon NCD (Redemption)/Subscription	94	45
Dividend	-30	-30
Financing Cashflow – C	**13**	**20**
Investing Activities:		
TDR/Premium Costs/Approval Cost / New Business Development	-92	-205
JV Partner/Land Cost/PE Payout	-58	-90
Investing Cashflow – D	**-150**	**-295**
Closing Balance* (A+B+C+D)	**773**	**773**

*The inflows and outflows for associate companies are considered in the above cash flow. Accordingly, the closing balance includes Rs. 131.63 crore pertaining to associate companies which are not consolidated in the consolidated financial statements. Further, this also includes Rs. 78.04crore pertaining to Bank deposits having maturities of more than 12 months from the Balance Sheet date

Priority Launches

Project	Location	Use	Total Saleable	Topline Potential	FY23 Launches		FY24 Launches		FY25 Launches			
									Planned Launches		Launched till date from the planned launches	
			(msf)	(Rs. cr)	(msf)	(Rs. cr)	(msf)	(Rs. cr)	(msf)	(Rs. cr)	(msf)	(Rs. cr)
Little earth	Kiwale	Residential	2.50	1,400	0.77	450	0.58	320	0.60	320	0.18	97
24K Manor	Pimple Nilakh	Residential	0.80	880	-	-	0.55	600	0.25	280	-	-
24K Altura	Baner	Mixed Use	1.60	1,550	-	-	1.31	1,200	0.29	350	0.29	350
NIBM	NIBM	Residential	1.15	900	-	-	-	-	0.46	360	-	-
Springshire	Wagholi	Residential	0.72	400	-	-	-	-	0.72	400	0.72	400
Kharadi	Kharadi	Residential	1.09	1,090	-	-	-	-	0.55	545	-	-
Pune Total			**7.86**	**6,220**	**0.77**	**450**	**2.44**	**2,120**	**2.87**	**2,255**	**1.19**	**847**
Life Republic	Hinjewadi	Residential	8.36	5,211	2.09	1,260	2.47	1,576	3.80	2,375	0.90	653
Life Republic Total			**8.36**	**5,211**	**2.09**	**1,260**	**2.47**	**1,576**	**3.80**	**2,375**	**0.90**	**653**
Golden Pebbles	Kalina		0.13	300	0.13	300	-	-	-	-	-	-
Sukh Niwas	Khar		0.03	110	0.03	110	-	-	-	-	-	-
B3	Vashi		0.12	300	-	-	-	-	0.12	300	0.12	300
Jal Mangal Deep	Goregaon	Residential	0.21	415	-	-	-	-	0.21	415	-	-
Jal Nidhi	Goregaon		0.27	535	-	-	-	-	0.27	535	-	-
Laxmi Ratan	Versova		0.09	220	-	-	-	-	0.09	220	-	-
Vishwakarmanagar	Mulund West		0.61	900	-	-	-	-	0.61	900	-	-
Mumbai Total			**1.46**	**2,780**	**0.16**	**410**	**-**	**-**	**1.30**	**2,370**	**0.12**	**300**
Lakeside 24(Raaga3)	Bengaluru	Residential	0.18	120			0.18	120	-	-	-	-
Total			**17.86**	**14,331**	**3.02**	**2,120**	**5.09**	**3,816**	**7.97**	**7,000**	**2.21**	**1,800**

Approval delays may result in launches moving to the coming financial year. The above information is based on management estimates and may change.

KPDL Project Portfolio – 30.09.24

Gross Details (including partner's share)

Projects (Pune Excl. LR)	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
24K Altura (Baner)	100%	0.38	0.29	-	0.67
Pimple Nilakh	100%	0.23	0.25	-	0.48
Equa / Wagholi	36%	0.05	-	-	0.05
Little Earth-Kiwale	100%	0.22	1.02	-	1.24
Little Earth-Kiwale(Planet)	17%	0.27	-	-	0.27
Giga	100%	-	0.69	-	0.69
Springshire	100%	0.60	-	-	0.60
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:		**1.76**	**4.49**	**5.56**	**11.81**
Total Top-Line Potential – Rs. ~8,900 cr					

Projects (LR)	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
Life Republic	100%*	1.75	2.16	15.04	18.95
Universe (R10), LR	49%	0.05	-	-	0.05
LR Total:		**1.80**	**2.16**	**15.04**	**19.00**
Total Top-Line Potential – Rs. ~11,400 cr					

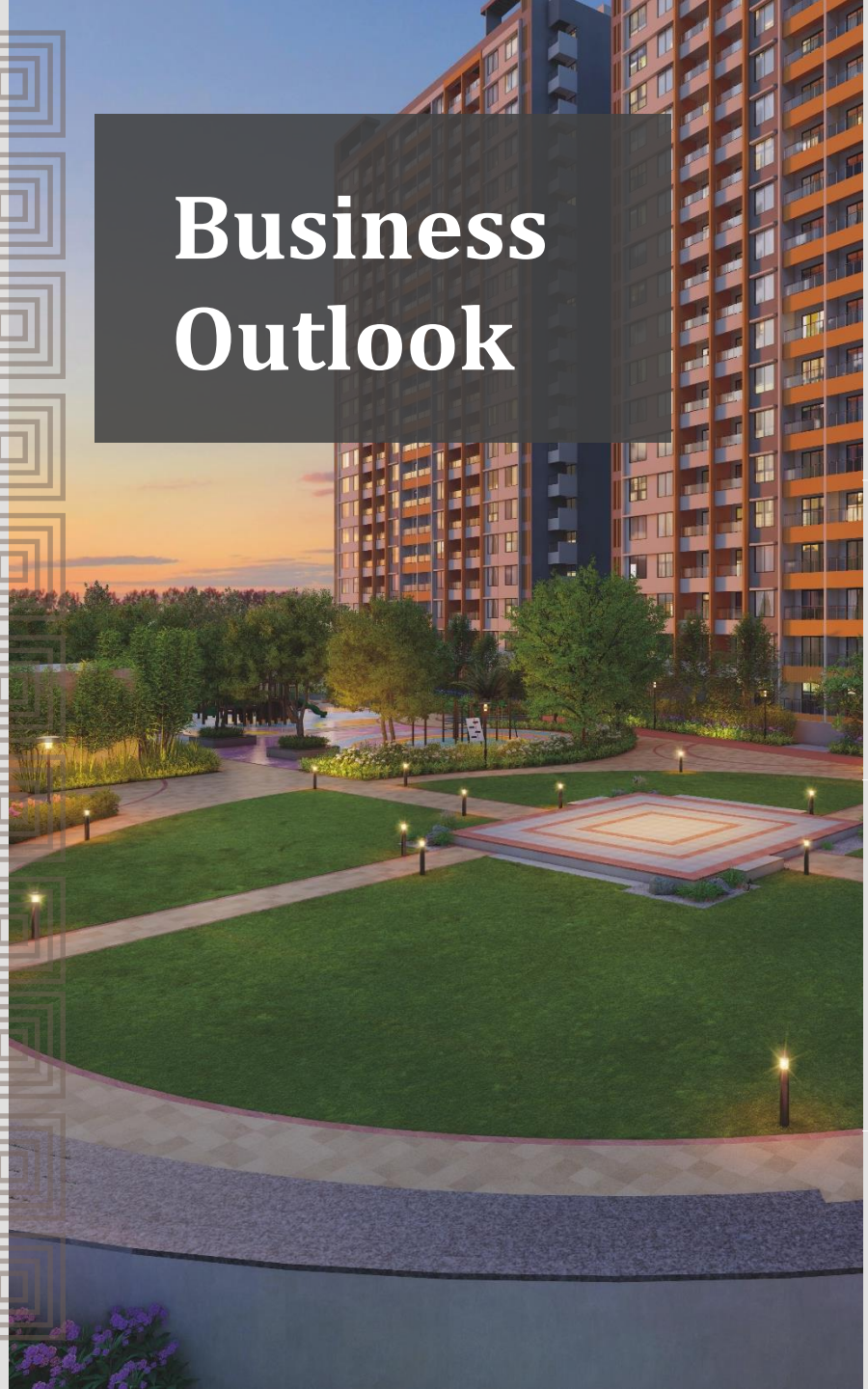
Saleable area in million square feet based on current FSI norms and subject to change;
Top-line potentials are based on current estimates.
*With effect from Oct. 2023

Gross Details (including partner's share)

Projects (Mumbai)	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
Sukh Niwas (K52)	100%	0.01	-	-	0.01
Golden Pebbles (Alora)	100%	0.08	-	-	0.08
Vishwakarmanagar	100%	-	0.61	-	0.61
B3, Vashi	100%	-	0.12	-	0.12
Jal Nidhi	100%	-	-	0.21	0.21
Jal Mangal Deep	100%	-	-	0.27	0.27
Nand Dham	100%	-	-	0.21	0.21
Laxmi Ratan	100%	-	-	0.09	0.09
Shree Avadhoot	100%	-	-	0.38	0.38
Mumbai Total:		**0.09**	**0.73**	**1.16**	**1.98**
Total Top-Line Potential – Rs. ~3,810cr					

Projects (Bengaluru)	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
24K Grazio	100%	-	0.21	-	0.21
Lakeside 24(Raaga3)	100%	0.08	-	-	0.08
Bengaluru Total:		**0.08**	**0.21**	**-**	**0.29**
Total Top-Line Potential – Rs. ~225 cr					

Projects (Pune + Mumbai + Bengaluru)	Ongoing & Unsold	Under Approval	Land Bank	Total
Total Company Portfolio	3.73	7.59	21.76	33.08
Total Top-Line Potential – Rs. ~24,335 cr				



Business Outlook

Sector consolidation

- Formalization of the Indian real estate sector, driven by conducive legislations like RERA 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

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

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

Priority Launches

- 3 cities – Pune, Mumbai & Bengaluru
- ~7.96 msf of saleable area

Diversifying geographical presence

- 14 society redevelopment projects in Mumbai - 2 completed, 5 ongoing, 7 future projects
- Mumbai and Bengaluru targeted contribution - ~30% of sales value

Strong demand

- Real estate demand is being driven by upbeat economic outlook, improved affordability and overall consumer sentiment for high quality lifestyle oriented homes
- Strong growth in services and return to work in key urban centers is further supporting demand across product segments

New project acquisition

- Targeting new business development with topline potential of ~Rs. 8,000 cr in FY25 across geographies through outright/structured deals and JVs/JDAs

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

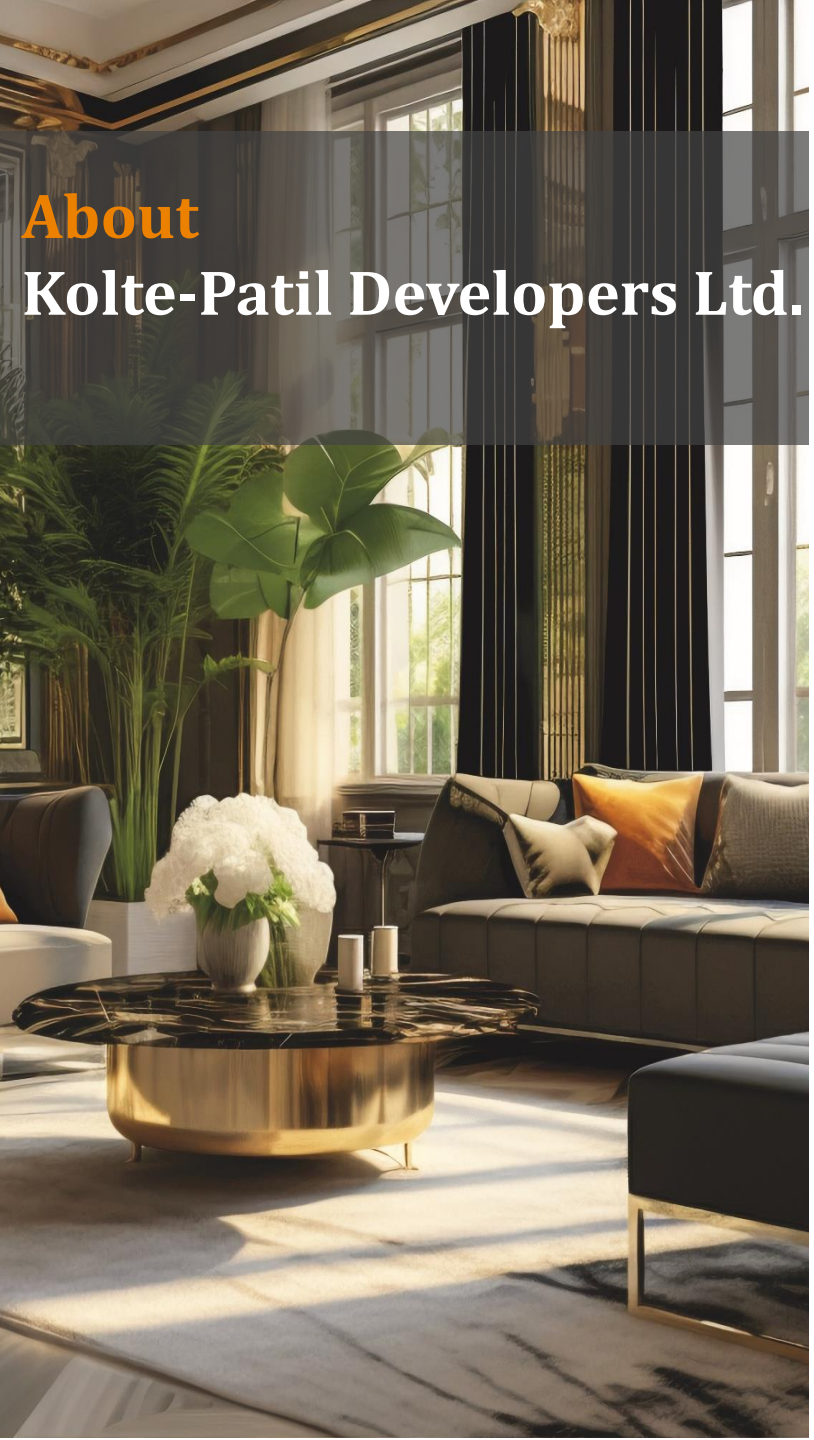
Awards and Recognitions – KPDL received 60+ awards in the last five years

KPDL Awards

- Legacy Brand in Real Estate – Pune, Times Power Brands, 2023
- Most Iconic Luxury Brand in Real Estate,24K, ET Business Awards, 2022
- Trusted Brand of the Year, Times Realty,2021-22
- Top Developer of the year, Times Real Estate Icons,2020-21
- Best Realtor , Times Realty, 2019-20
- Brand Excellence in Real Estate Sector, ABP News, 2019-20
- India's Top Challengers, Construction World Global Award,2020-21
- India's Most Trusted Real Estate Brand, TRA's Brand Trust Report 2020
- Brand of the Year, Economic Times, 2018-19
- Game Changer of Maharashtra, Economic Times, 2017-18
- Developer of the Year Residential, CNN NNEWS18, 2019-20
- Most Trusted brand, ET Now, 2019-20
- India's Top Challengers, Construction World 2017-18
- Developer of the Year, Realty Plus, 2016-17
- Luxury Developer of the Year – 24K,Times Network, 2017-18
- Most Trusted Real Estate Brand, Times Network,2017-18

Project Awards

- Best residential development 20+ units India - 24K Atria, Asia Pacific Property Awards FY 2024-25
- Residential Project - Township (Metro : Ongoing)- LIFE Republic, ET Real Estate Awards 2023 – WEST
- Residential Project – Mid Segment (Metro : Ongoing)- AROS, ET Real Estate Awards 2023 – WEST
- Best Township Project, Pune (Life Republic), Times Power Brands, 2023
- Luxury Project of the year – K52, Real Estate Business Excellence, Zee Business, 2023
- Residential Property India – 24K Stargaze By Kolte Patil Developers Limited, Asia Pacific Property Awards (IPA) 2022-23`
- Best Township Project – Pune, Life Republic by Kolte Patil, Times Power Brands, 2023
- Luxury Project of the year – K52, Real Estate Business Excellence, Zee Business,2023
- Top Mid-segment Homes, Project Little Earth, Pune Mirror (Real Estate Icons), 2022
- Luxury Project of the year – 24K Stargaze, ET Now, 2019-20
- Residential High Rise Architecture India, Asia Pacific Property Awards (IPA),2020-21
- Top Township projects (above 350 acres), Times Real Estate Icons,2020-21
- Luxury Project of the year – 24K Stargaze, Times Network, 2017-18
- Innovative marketing campaign of the year – Life Republic, ET Now, 2019-20
- 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 64 projects including residential complexes, integrated townships, commercial complexes and IT Parks covering a saleable area of >28 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: 'KoltePatil' (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 has signed fourteen projects (two completed, five on going, seven 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 'AA-/Stable', short-term bank loan facilities as A1+ and nonconvertible debentures as AA-/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 Times Power Brand - Legacy Brand in Real Estate – Pune 2023, ET Business Awards- Most Iconic Luxury Brand in Real Estate 2022, Residential High Rise Architecture India2021, Asia Pacific Property Awards (IPA), Times Realty, 2021- 22 and Residential High Rise Architecture India2021, Top Challengers 2019-20 by Construction World Global Awards Online, Trusted Brand of the Year, Times Realty Icons - Best Realtor 2019, CNN NEWS18 – Developer of the Year Residential 2019, ET Now – Most Trusted Brand India's 2019, The Economic Times - The Game Changers of Maharashtra 2018 and Asia's Greatest Brand 2017 by AsiaOne.

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

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