



Kolte-Patil Developers Ltd. Q2 & H1 FY25 Financial Results

Highest-ever half-yearly collections at Rs. 1,162 crore, up 18% YoY

H1 FY25 sales value grew 11% YoY at Rs. 1,481 crore

H1 FY25 sales volumes stood at 1.99 million sq. ft.

H1 FY25 Revenues at Rs. 649.0 crore

H1 FY25 EBITDA at Rs. 43.9 crore

H1 FY25 Net Profit (post MI) at Rs. 16.0 crore

Net Debt as on 30th September 2024 stands at Rs. -58 crore

Pune, 12 November 2024: Kolte-Patil Developers Ltd. (BSE: 532924, NSE: KOLTEPATIL), a leading Pune-based real estate player, with growing presence in Mumbai and Bengaluru, announced its un-audited results for the second quarter and half year ended 30 September 2024.

Operational Highlights – H1FY25

New area sales	H1FY25	H1FY24	YoY
Volume (million sq. ft.)	1.99	1.91	4%
Value (Rs. crore)	1,481	1,333	11%
Realization (Rs. /sq. ft.)	7,441	6,970	7%
Collections (Rs. crore)	1,162	985	18%

**Collections include contribution from DMA projects*

Operational Highlights – Q2 FY25

New area sales	Q2FY25	Q1FY25	Q2FY24	QoQ	YoY
Volume (million sq. ft.)	1.03	0.96	0.98	7%	5%
Value (Rs. crore)	770	711	632	8%	22%
Realization (Rs. /sq. ft.)	7,472	7,407	6,426	1%	16%
Collections (Rs. crore)	550	612	472	-10%	16%

**Collections include contribution from DMA projects*

Commenting on the performance for Q2 & H1 FY25, Mr. Atul Bohra, Group CEO, Kolte-Patil Developers Limited said,

"I am happy to share that we have delivered a strong Q2FY25, achieving highest-ever quarterly pre-sales of Rs. 770 crore, setting a new benchmark for growth. The complement of offerings across segments and preferences have enabled us to continue on this strong growth trajectory. Sales contribution from our 24K luxury segment stood at 30% of the quarter's pre-sales value reflecting the sustained demand for premium and aspirational living and a clear preference for high-quality residences. Sales momentum at our Life Republic township project remains strong, further reinforcing our leadership in the Pune market.

Collections stood at Rs. 550 crore in Q2 and reached new highs of Rs. 1,162 crore in H1FY25 on the back of robust sales and timely execution of projects. Looking ahead, we are excited about our robust launch pipeline planned for the second half, comprising a diverse range of projects across micro-markets. These launches along with sustenance inventory position us well to achieve our growth target.

The real estate sector is currently benefiting from strong tailwinds, especially within the mid-premium and premium segments. Expected softening of the interest rates will further strengthen demand. We are equipped with a high-potential project portfolio, consistent cash generation, and deep customer connect to capitalize on this growing opportunity. As we progress through the remainder of the year, we remain confident in closing FY25 on a strong note, delivering long term sustainable value for our stakeholders."

Financial Highlights – Q2 & H1 FY25

P&L Snapshot (Rs. crore)	H1FY25	H1FY24	YoY	Q2 FY25	Q2 FY24	YoY
Revenue from Operations	649.0	769.3	-15.6%	308.3	198.2	55.6%
EBITDA	43.9	94.6	-53.6%	16.2	3.5	364.7%
EBITDA Margin (%)	6.8%	12.3%	-	5.2%	1.8%	3.5%
Net Profit (post-MI)	16.0	20.7	-22.7%	9.7	-25.3	138.5%
PAT margin (%)	2.5%	2.7%	-	3.2%	-12.8%	15.9%

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 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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