



## Kolte-Patil Developers Limited – Operational Update for Q2 & H1 FY25

### ***New milestones achieved:***

***Q2FY25 Sales Value at Rs. 770 crore***

***H1FY25 Collections at Rs. 1,162 crore***

**Pune, October 16, 2024:** Kolte-Patil Developers Ltd. (BSE: 532924, NSE: KOLTEPATIL; KPDL), a leading Pune based real estate player with growing presence in Mumbai and Bengaluru, has announced key updates on its real estate operations during the quarter and half year ended 30<sup>th</sup> September 2024.

### **Summary of operational performance:**

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

*Collections include contribution from DMA projects*

- KPDL achieved its **highest-ever quarterly sales value** of Rs. 770 crore, setting a new benchmark for growth; 30% contribution is from the 24K segment in Q2FY25.
- Achieved quarterly sales volumes of 1.03 million sq. ft., underlining strong market presence
  - KPDL's flagship project Life Republic (LR) registered sales volumes of 0.57 million sq. ft. in Q2FY25.
- During Q2FY25, 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.
- Q2FY25 collections stood strong at Rs. 550 crore; **H1FY25 collections reached new highs** of Rs. 1,162 crore, driven by robust sales and consistent and timely execution of projects.
- **CRISIL upgraded the long-term rating** to CRISIL AA-/Stable and the **short-term rating** to CRISIL A1+, highlighting KPDL's financial strength and commitment to disciplined growth.

**Commenting on the performance, Mr. Atul Bohra, Group CEO, Kolte-Patil Developers Limited said,** *"I am happy to announce that we have achieved our highest-ever quarterly sales performance, a testament to the market's confidence in our offerings and execution capabilities. Our collections hit an all-time high in the first half of the year, reflecting the strong execution discipline we maintain across projects.*

*Our 24K premium luxury segment continues to gain momentum, with the 24K segment contributing 30% to our sales in Q2FY25 reflecting the demand shift toward aspirational living. Also, Life Republic township project has seen sustained volumes. Backed by a strong pipeline of launches planned in the second half of the year, we are confident about meeting our pre-sales target of Rs. 3,500 crore for FY25. With robust industry trends supporting housing demand, especially in premium categories, we remain well-positioned to capitalize on the growing opportunity."*

#### **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 non-convertible 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](http://www.koltepatil.com).*

#### **For further information, please contact:**

**Dipti Rajput, CFA**

**VP - Investor Relations**

**Kolte-Patil Developers Ltd.**

1101, The Capital, BKC, Bandra (E), Mumbai-51

Tel - +91 74004 81432

Email - [dipti.rajput@koltepatil.com](mailto:dipti.rajput@koltepatil.com)

**Savli Mangle / Smit Shah**

**Adfactors PR**

Oasis Complex, Kamala Mills Compound, City Hall,  
Pandurang Budhkar Marg, Lower Parel West, Mumbai -  
400021

Tel: +91 9833361003 / +91 9870789596

Email: [savli.mangle@adfactorspr.com](mailto:savli.mangle@adfactorspr.com) /  
[smit.shah@adfactorspr.com](mailto:smit.shah@adfactorspr.com)