



Kolte-Patil Developers Ltd. Q3 & 9M FY25 Financial Results

Highest-ever 9M FY25 Sales Value at Rs. 2,161 crore

Highest-ever 9M FY25 Collections at Rs. 1,729 crore

Highest-ever 9M FY25 Revenues stood at Rs. 999 crore; up 18% YoY

9M FY25 EBITDA at Rs. 70 crore; up 20% YoY

9M FY25 Net Profit (post MI) at Rs. 41 crore

New Business Development of Rs. 4,000 crore YTD

Pune, 11 February 2025: 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 third quarter and nine months ended 31 December 2024.

Operational Highlights – 9MFY25

New area sales	9MFY25	9MFY24	YoY
Value (Rs. crore)	2,161	2,079	4%
Volume (million sq. ft.)	2.80	2.89	-3%
Realization (Rs. /sq. ft.)	7,716	7,183	7%
Collections (Rs. crore)	1,729	1,478	17%

*Collections include contribution from DMA projects

Operational Highlights – Q3 FY25

New area sales	Q3FY25	Q2FY25	Q3FY24	QoQ	YoY
Value (Rs. crore)	680	770	746	-12%	-9%
Volume (million sq. ft.)	0.81	1.03	0.98	-21%	-18%
Realization (Rs. /sq. ft.)	8,394	7,472	7,579	12%	11%
Collections (Rs. crore)	567	550	493	3%	15%

*Collections include contribution from DMA projects

Financial Highlights – Q3 & 9M FY25

P&L Snapshot (Rs. crore)	9MFY25	9MFY24	YoY	Q3 FY25	Q3 FY24	YoY
Revenue from Operations	998.7	845.1	18.2%	349.7	75.8	361.4%
EBITDA	69.5	58.0	19.8%	25.5	-36.7	169.7%
EBITDA Margin (%)	7.0%	6.9%	-	7.3%	-48.4%	-
Net Profit (post-MI)	41.3	-42.3	197.7%	25.3	-62.9	140.2%
PAT margin (%)	4.1%	-5.0%	-	7.2%	-83.0%	-

Commenting on the performance for Q3 & 9M FY25, Mr. Atul Bohra, Group CEO, Kolte-Patil Developers Limited said,

“Our 9M performance has been marked by milestone sales and collections of Rs. 2,161 crore and Rs. 1,729 crore respectively. Revenues improved 18% YoY to Rs. 999 crore, while EBITDA increased 20% YoY to Rs. 70 crore. Our commitment, to redefining living, enhancing the customer’s price-value proposition, and strong execution capabilities, enables sustained long-term performance. Healthy operations cycle resulted in strong operating cash flows of Rs. 641 crore during the nine months. Our premium luxury offerings continue to gain momentum. Homeownership trends, especially in the premium and mid-premium, continue to strengthen, and we are well positioned to leverage these opportunities.

To further enhance our portfolio, we are actively building our business development pipeline that aligns with evolving market preferences in our target markets. Recently, we signed ~22 acres joint development project in Pune with the expected GDV of ~Rs. 4,000 crore.

The broader economic environment remains supportive. A robust portfolio of upcoming launches, capital-efficiency, strong brand equity, well-defined diversification across high potential markets, will enable us to deliver sustainable value for all our stakeholders.”

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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