



Kolte-Patil Developers Limited

Investor Presentation
Q1 FY26

24K Manor, Pune – Artist's impression

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



24K Manor, Pune – Artist's impression

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KPDL Overview



24K Manor, Pune – Artist's impression



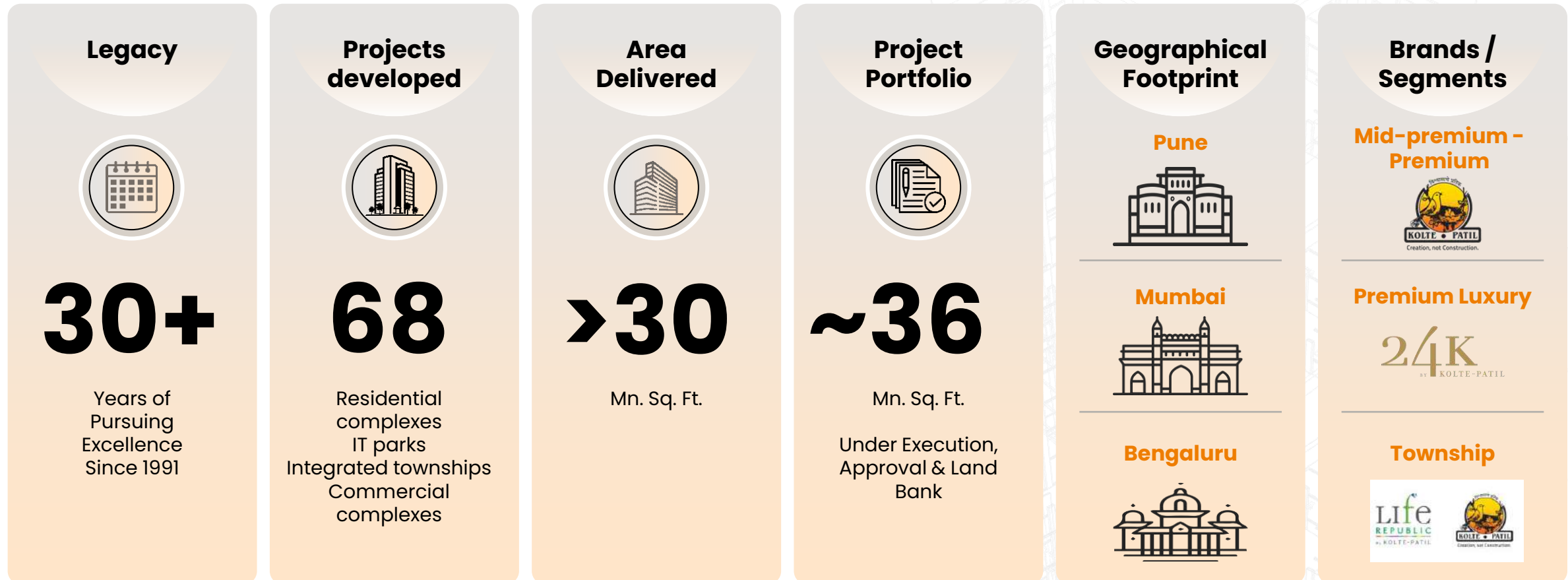
24K Altura, Pune – Artist's impression



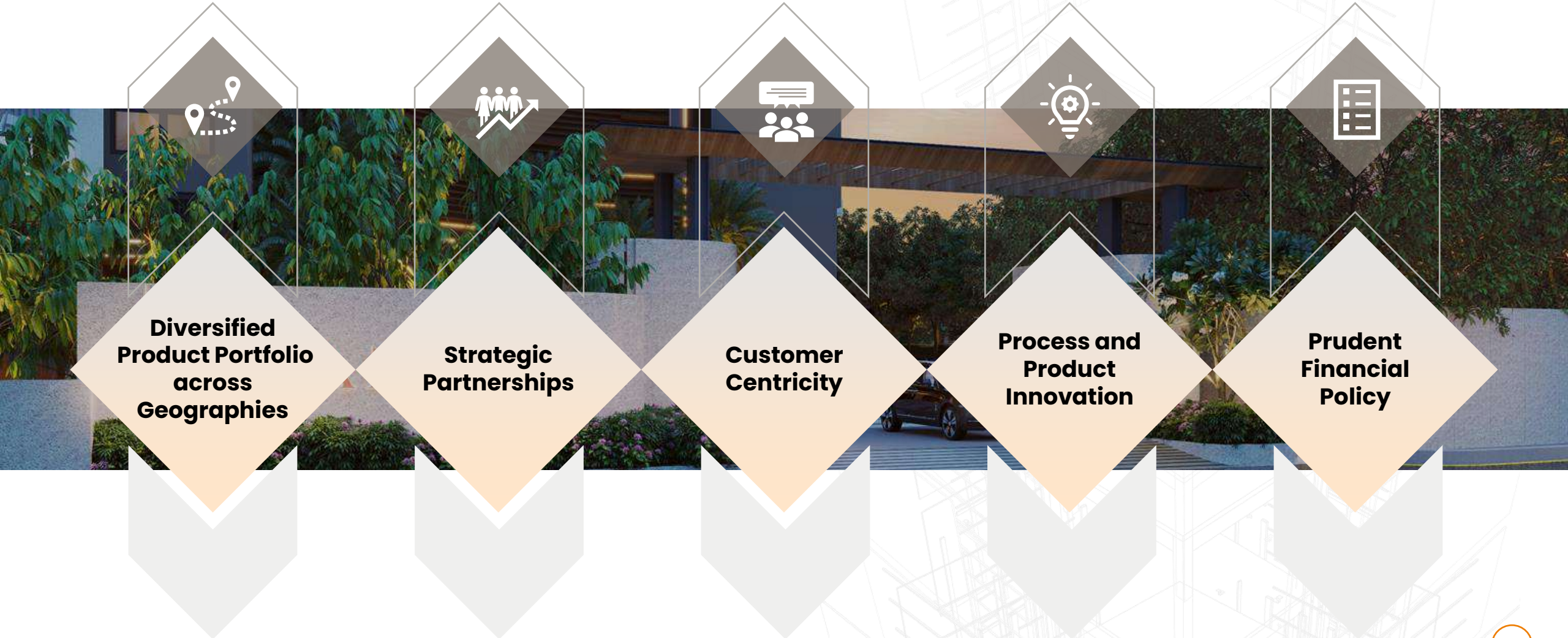
24K Altura, Pune – Artist's impression

Kolte-Patil At a Glance

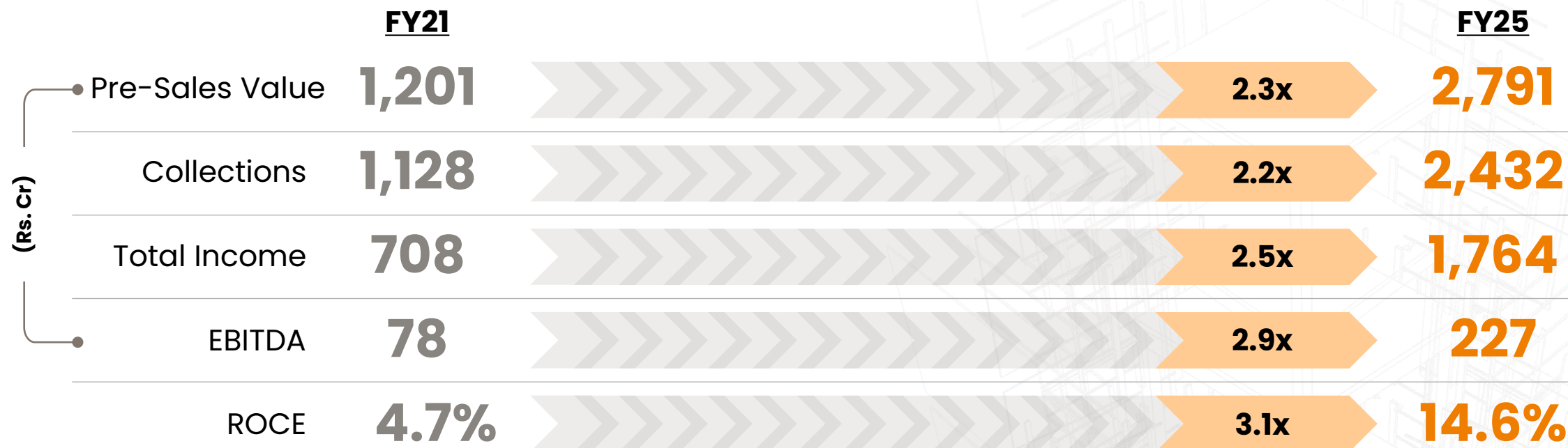
‘Redefining Living’ Across Geographies And Customer Segments



Strategic Pillars



Performance Trend



Life Republic Township



Land Parcel

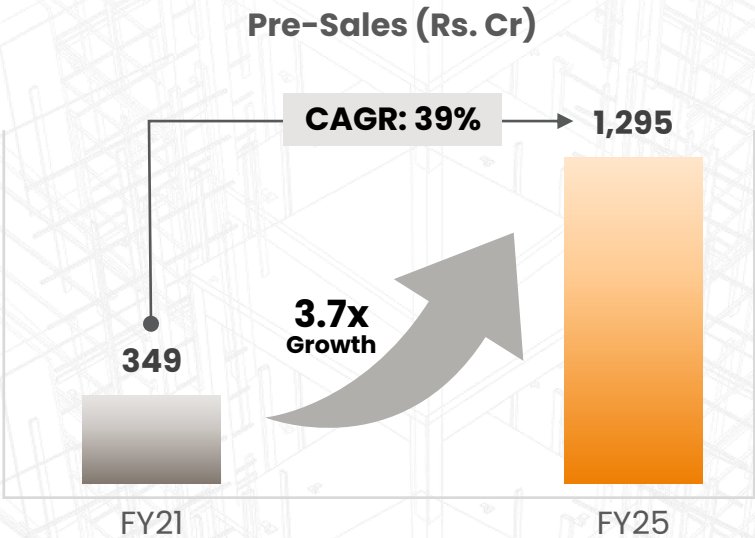
403 Acre

Total Area Sold

13.9 Mn Sq.Ft

Balance Potential
(Ongoing & Unsold + Under Approval +
Land Bank)

17.6 Mn Sq.Ft





Operational Highlights



Alora, Mumbai – Artist's impression



Alora, Mumbai – Artist's impression



Canvas, LR, Pune – Artist's impression

Key Highlights – Q1 FY26

Strategic Investment: BREP Asia III India Holding Co VII Pte. Ltd. acquired a **14.3%** equity stake aggregating to **Rs. 417 Cr** received in the company

Rs. 616 Cr

Pre-sales

Q1 FY25 – Rs.711 Cr

0.84 msf

Volume

Q1 FY25 – 0.96 msf

Rs. 7,337
(Rs./Sq.ft.)

Average Price Realization

Q1 FY25 – Rs.7,407 (Rs./sq. ft.)

Rs. 550 Cr

Collection*

Q1 FY25 – Rs.612 Cr

Rs. 164 Cr

Operating Cash-Flow

Q1 FY25 – Rs. 247 Cr

Pre-Sales & Collections Summary Q1 FY26

Project	Location	Area Sold	Pre-Sales Value	Collections
(Rs. Cr)		(Mn. Sq. Ft.)	(Rs. Cr)	(Rs. Cr)
Life Republic	Hinjewadi	0.52	354	236
24K Altura	Baner	0.04	44	66
24k Manor	Pimple Nilakh	0.05	59	69
Springshire	Wagholi	0.04	26	26
Little Earth	Kiwale	0.05	30	14
Little Earth(Planet)	Kiwale	0.06	33	25
Other Projects	Pune	0.07	49	68
Total (Pune Projects) (A)		0.83	595	504
Mumbai Projects*	Mumbai	0.01	20	42
Bengaluru Projects**	Bengaluru	0.00	1	4
Total (Bengaluru + Mumbai Projects) (B)		0.01	21	46
Total (A+B)		0.84	616	550

*Mumbai Projects include Alora, K52, Vaayu & La-Vita (B3 Vashi).

**Bangalore Projects include Lakeside & Exente.

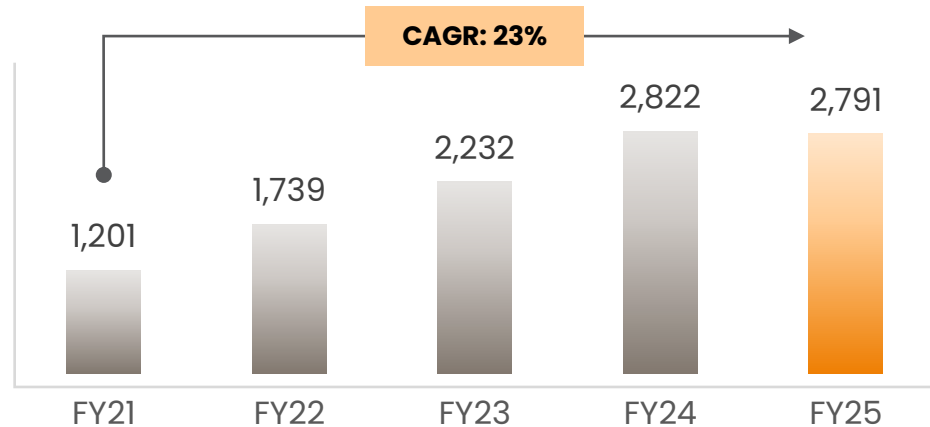


Performance Trend

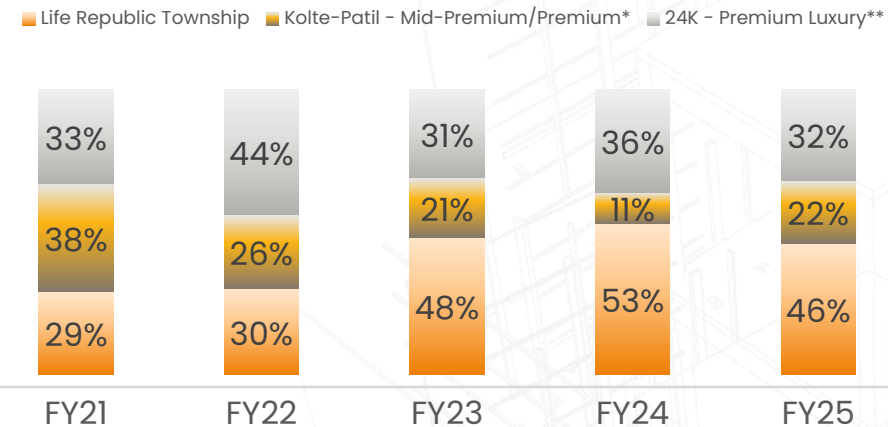


Operational Performance Trend – Annual

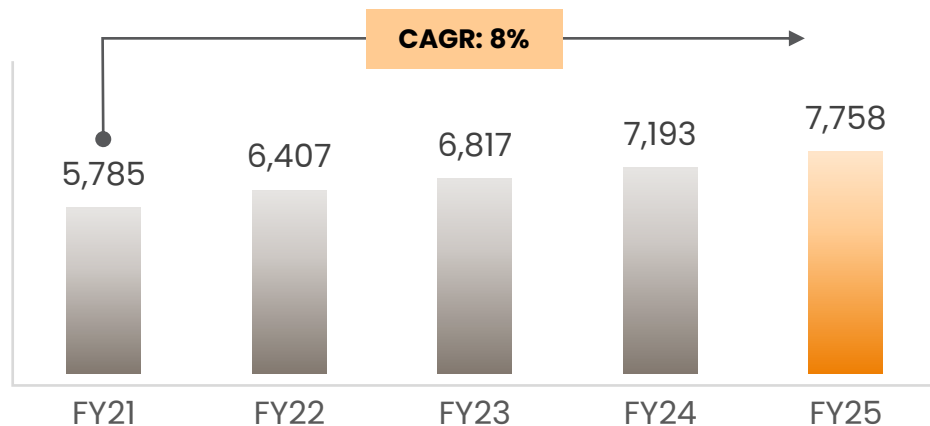
Pre-Sales Value (Rs.Cr)



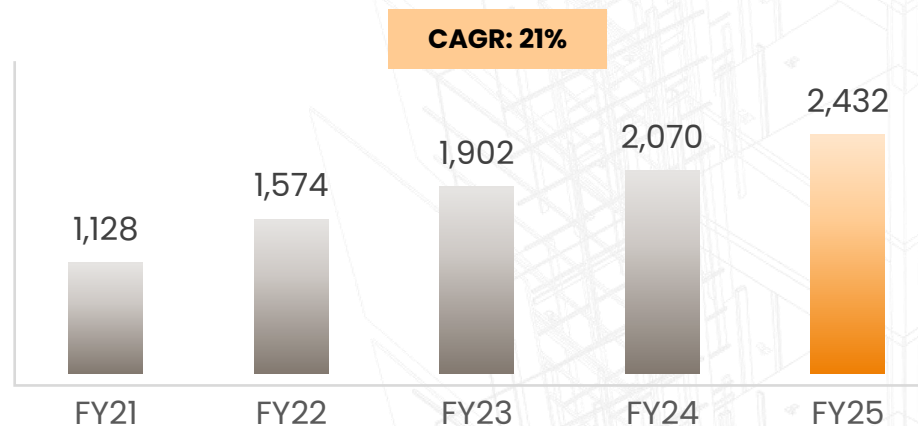
Segmental Sales Mix (%)



Average Price Realization (Rs./Sq.ft)



Collections*** (Rs.Cr)



FY25 Highlights

↑ **18% YoY**

Highest-ever collection

↑ **8% YoY**

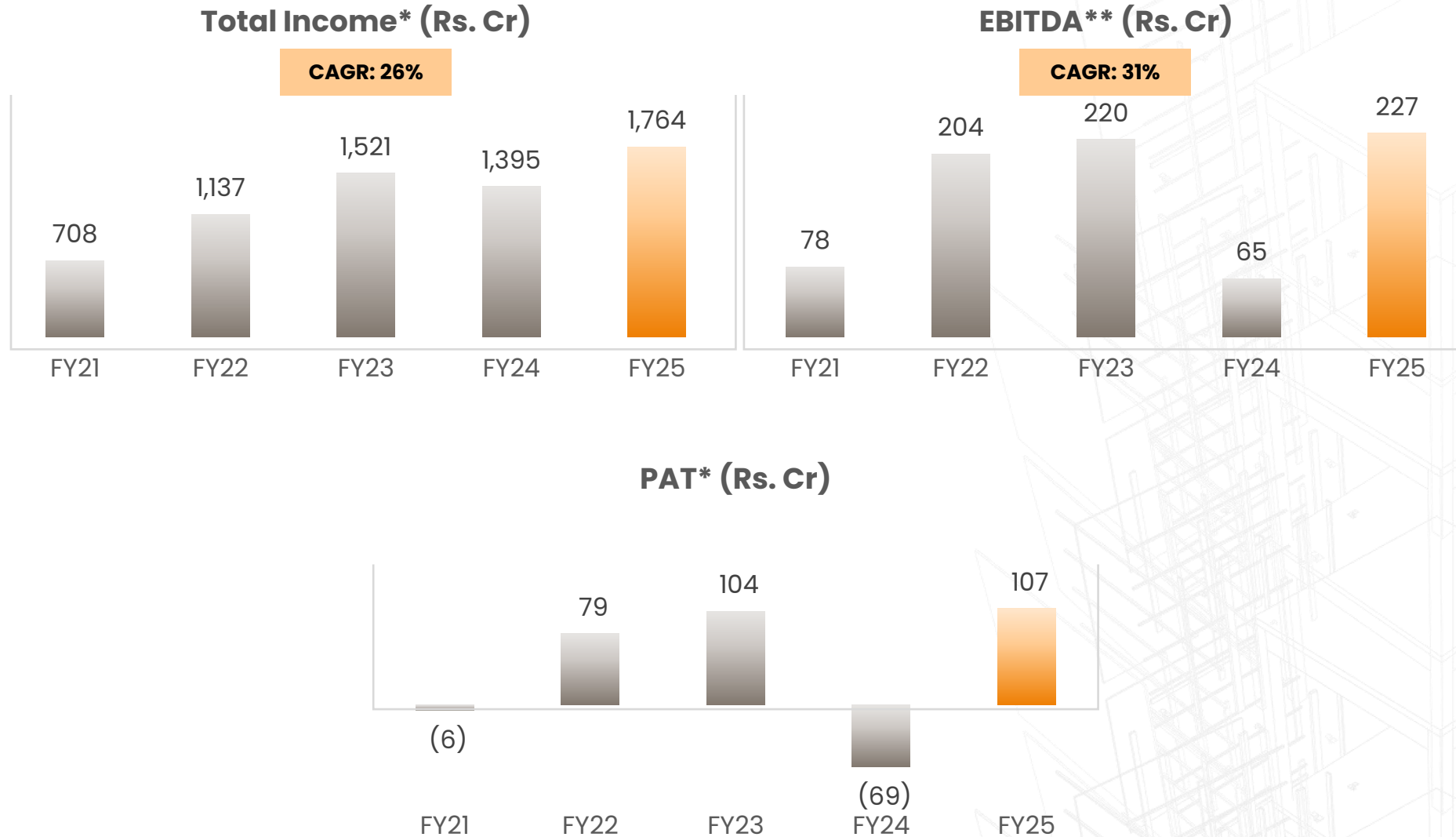
Highest-ever Realization

*Kolte-Patil – Mid-Premium/ Premium – Little Earth, Centria, Raaga, Exente, Downtown, Springshire, Ivy estate, Three Jewels, Equa

**24K–Premium Luxury – 24K Luxury, Mumbai & DMA– Giga, Evara, Stargaze, Verve, Vaayu, Alora, K52, Manor, Altura, La-Vita, Sereno

***Collection includes DMA collection

Financial Performance Trend – Annual



FY25 Highlights

↑ **27% YoY**

Highest-ever Total Income

↑ **249% YoY**

EBITDA

* Total Income = Revenue from Operations + Other income ; ** EBITDA = PBT after share of profit/(loss) of associates, joint ventures for the period/year + Finance Cost + Depreciation + Goodwill



Project Portfolio



Summary of our projects

Kolte-Patil: A promising multi-year growth story with **35.5 Mn. Sq. Ft.** project portfolio (under execution, approval and land bank) with a top-line potential of **# ~28,500 Cr.**

(in Mn. Sq. Ft.)

	*Owned Projects	Ongoing and unsold	Under approval	Lank Bank
	Pune	3.2	8.6	21.4
	Mumbai	0.2	1.0	0.8
	Bengaluru	0.1	0.2	-
	Total	3.5	9.8	22.2

* Gross details (including partner's share)
Top-line potential is based on current estimate

KPDL Project Portfolio – Pune – As on 30.06.25

Project – Pune	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
Life Republic, Hinjewadi	100%*	1.6	4.1	11.8	17.5
24K Altura, Baner	100%	0.5	-	-	0.5
Manor, Pimple Nilakh	100%	0.3	-	-	0.3
Little Earth, Kiwale	100%	0.1	0.6	-	0.7
Little Earth, Kiwale (Planet)	10%	0.1	-	-	0.1
Giga, Viman Nagar	100%	-	0.7	-	0.7
Springshire, Wagholi	100%	0.4	-	-	0.4
NIBM	67%	-	1.0	-	1.0
Ghotawade	50%	-	-	3.2	3.2
Downtown, Kharadi	100%	-	1.1	-	1.1
Aundh	100%	-	-	1	1
Kalyani Nagar	100%	-	-	1	1
Wadgoan Khurd	71.5%	-	1.0	4	5
Boat Club Road	100%	-	-	0.4	0.4
Pune Total:		3.0	8.6	21.4	33.0

Total (Top-Line Potential) – Rs. 24,500 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

KPDL Project Portfolio – Mumbai & B'lore – As on 30.06.25

Project – Mumbai	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
Sukh Niwas (K52), Khar	100%	0.0	–	–	0.0
Golden Pebbles (Alora), Kalina	100%	0.1	–	–	0.1
La-Vita, Vashi	50%	0.1	–	–	0.1
Vishwakarmanagar, Mulund	100%	–	0.6	–	0.6
Jal Nidhi, Goregaon	100%	–	–	0.2	0.2
Jal Mangal Deep , Goregaon	100%	–	0.3	–	0.3
Nand Dham, Dahisar	100%	–	–	0.2	0.2
Laxmi Ratan, Versova	100%	–	0.1	–	0.1
Shree Avadhoot, Dahisar	100%	–	–	0.4	0.4
Mumbai Total:		0.2	1.0	08	2.0

Total (Top-Line Potential – Rs. ~3,800 Cr

Project – Bengaluru	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
24K Grazio , Koramangala	100%	–	0.2	–	0.2
Lakeside 24 (Raaga 3), Hennur Road	100%	0.1	–	–	0.1
Bengaluru Total:		0.1	0.2	–	0.3

Total (Top-Line Potential) – Rs. ~200 Cr

Saleable area in million square feet based on current FSI norms and subject to change
Top-line potentials are based on current estimates



Annexures



24K, Manor, Pune – Artist's impression



24K, Manor, Pune – Artist's impression



Canvas, LR, Pune – Artist's impression

Financial Highlights – Quarterly

Particulars	Q1FY26	Q1FY25	Q4FY25
(Rs. Cr)			
Total Income*	96.8	350.3	723.2
Adj. EBITDA**	(11.2)	39.7	111.9
Adj. EBITDA (%)	(11.6%)	11.3%	15.5%
Adj. PAT (Post MI)	(17.0)	6.23	65.3
Adj. PAT Post MI (%)	(17.6%)	1.8%	9.0%
Networth	1,235	740	830
Gross Debt	1,058	1,126	1,109
Less: OCD/Zero Coupon NCDs	549	580	633
Less: Cash & Cash Equivalents & Current Investments***	829	583	481
Net Debt	(320)	(37)	(5)

The Company has been assigned 'CRISIL AA-/Stable' rating; enhances KPDL's rating profile and highlights its focus on corporate governance

*Total Income = Revenue from Operations + Other income

** EBITDA = PBT after share of profit/(loss) of associates, joint ventures for the period/year + Finance Cost + Depreciation + Goodwill

***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	Q1 FY26	FY25
(Rs. Cr)	(Un-audited)	(Un-audited)
Opening Balance* – A	691	606
Operating Activities:		
Collections	544	2,406
Construction Cost	(266)	(1,074)
Other Expenses	(68)	(259)
Direct & Indirect Taxes	(46)	(193)
Operating Cashflow – B	164	880
Financing Activities:		
Interest	(13)	(56)
OD/CC Movement	32	(4)
OCD/CCD/Zero Coupon NCD (Redemption)/Subscription	(45)	(71)
Dividend	(3)	(42)
Equity Subscription	417	-
Financing Cashflow – C	388	(172)
Investing Activities:		
TDR/Premium Costs/Approval Cost / New Business Development	(42)	(293)
JV Partner/Land Cost/PE Payout	(101)	(330)
Investing Cashflow – D	(143)	(623)
Closing Balance* (A+B+C+D)	1,100	691

*The inflows and outflows for associate companies are considered in the above cash flow. Accordingly, the closing balance includes Rs. 123.2 cr pertaining to associate companies which are not consolidated in the consolidated financial statements. Further, this also includes Rs. 83.44 cr pertaining to Bank deposits having maturities of more than 12 months from the Balance Sheet date.

Business Outlook

Consolidating leadership position

- **Strategic Partnership with Blackstone** is a pivotal milestone in KPDL's growth trajectory, positioning the company to leverage KPDL's three-decade legacy of market expertise and execution excellence with Blackstone's global expertise and financial strength, to accelerate expansion, drive innovation, and reinforce leadership in the dynamic Indian real estate sector.

Efficient capital deployment

- **Prudent financial policy** - Enable scaling of operations while diversifying the portfolio of projects across geographies
- **Efficient capital allocation** - By selecting to work within predefined guardrails, we have maximized recall, revenues, capital efficiency and reinvestment.

Strong Demand

- Government's continued focus on infrastructure development, budgetary tax relief, monetary easing measures, and pro-business policies support sustained demand
- Housing demand is expected to **chart steady course in 2025** driven by **mid-premium and luxury segment**

Diversifying geographical presence

- **Project Launches** planned across Pune, and Mumbai
- **New project acquisition** - Targeting new business development across geographies (Pune, Mumbai and Bengaluru) through outright/structured deals, redevelopment, and JVs/JDAs

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

Sector consolidation

- Formalization of the Indian real estate sector, driven by factors like conducive legislations (RERA), enhanced transparency, growing economy and urbanization has resulted in **larger market share moving to developers with strong financial discipline, delivery record, and established players such as KPDL**

Life Republic Township – Locational Advantages

Infrastructure & Connectivity

- 2.1 km from the Pune-Bangalore Highway
- 10 km from the Pune-Mumbai Expressway
- 12 Km from the PCMC railway Station
- 25 km from the Pune Railway Station
- 29 km from the Pune International Airport
- Travel time to Navi Mumbai Airport which is currently 2 hrs 20 mins will reduce by 30 mins by end of 2025 after missing link completion

Lifestyle & Retail Amenities

- Easy access to Grand Highstreet (5.4 km) & Phoenix Mall of the Millennium (9 km)

Industrial & Logistics Hub Development

- Significant increase in industrial & warehousing space in Talegaon & Chakhan regions

Proximity to Major IT Hubs

- 4.5 km from the Hinjawadi Rajiv Gandhi Infotech Park (Asia's biggest IT hub)
- Within 12-15 Km Radius of the Balewadi & Baner IT Parks

Educational & Healthcare Facilities

- 7-13 km from the township – Symbiosis, Indira Institute of Management, DY Patil University, Poddar School
- 6 –10 km from the township – Aditya Birla Hospital, Ruby Hall Clinic & top hospitals



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	 Integrated Marketing Campaign (360 Degree) Canvas at Life Republic; ET Real Estate Awards '25
 Residential Project Villa – 24K Espada Project at Life Republic – The ET Real Estate Awards 2025	 Luxury Project Of The Year – 24K Manor – The Golden Brick Awards, Dubai – May 2024	 Residential Project – High-End (Ongoing: West) – 24K Manor – The ET Real Estate Awards 2025	 Architecture Residential High Rise Architecture India – 24K Manor – Asia Pacific Property Awards – '25–'26

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 68 projects including residential complexes, integrated townships, commercial complexes and IT Parks covering a saleable area of >30million 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-premium/premium 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 (four completed, four 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 '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 The ET Real Estate Awards 2025- Residential Project – High-End (Ongoing: West) – 24K Manor, The ET Real Estate Awards 2025 – Residential Project Villa – 24K Espada Project at Life Republic, Times Power Brands-Legacy Brand in Real Estate – Pune, Most Iconic Luxury Brand in Real Estate, 24K, ET Business Awards, 2022.

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

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