



24K Manor, Pune – Artist's impression



Kolte-Patil Developers Limited

Investor Presentation
Q3 & 9M FY26

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

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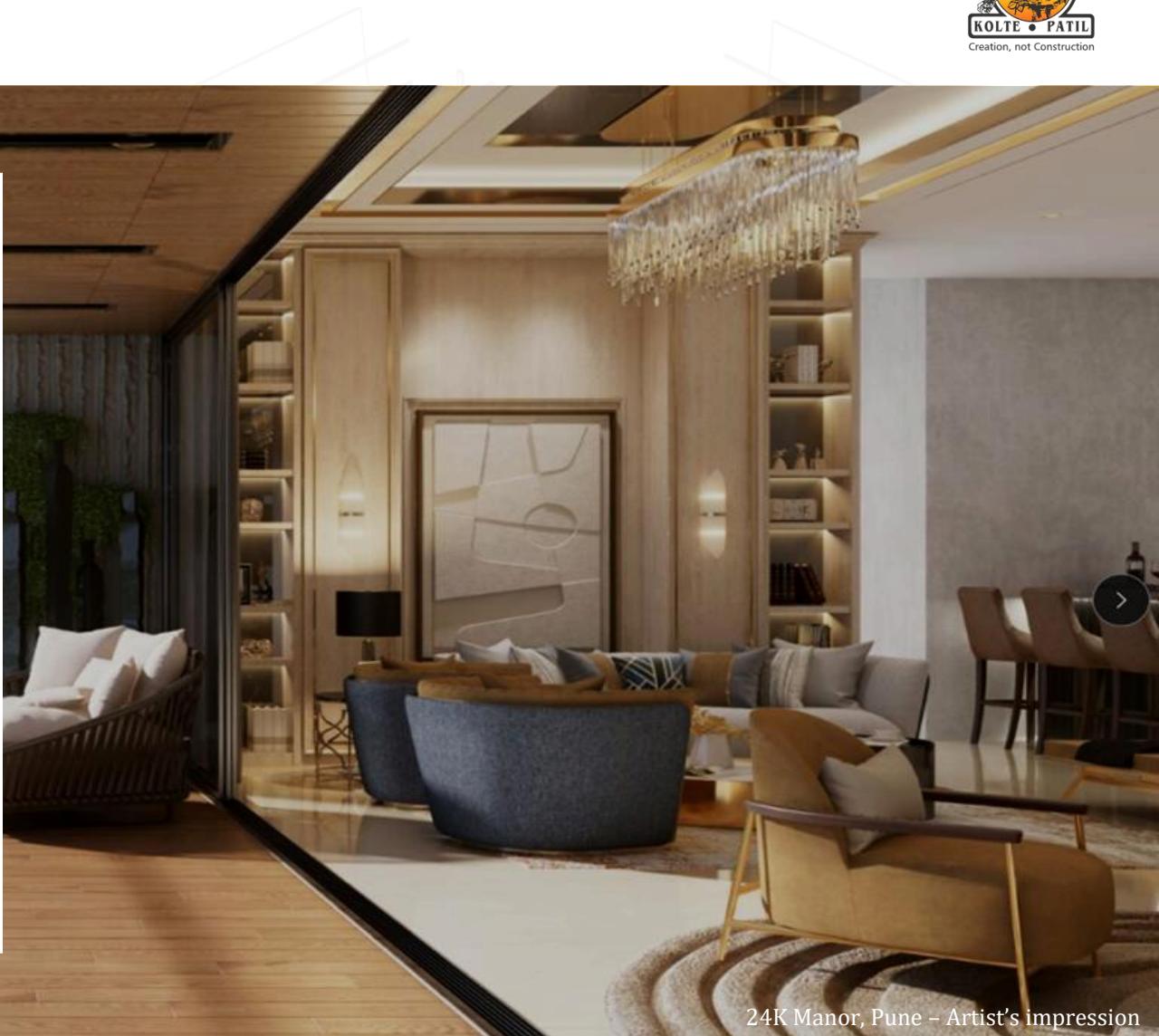


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KPDL Overview



24K Altura, Pune – Artist's impression

Kolte-Patil At a Glance

'Redefining Living' Across Geographies and Customer Segments

Legacy



30+

Years of
Pursuing
Excellence
Since 1991

Projects developed



68

Residential Complexes,
IT Parks,
Integrated Townships,
Commercial Complexes

Area Delivered



>31

Mn. Sq. Ft.

Project Portfolio



>37

Mn. Sq. Ft.

Ongoing & Unsold,
Under Approval &
Land Bank

Geographical Footprint

Pune



Mumbai



Bengaluru



Brands / Segments

Premium Luxury



Mid-premium / Premium



Township



Strategic Pillars



Diversified Product Portfolio across Geographies



Strategic Partnerships



Customer Centricity

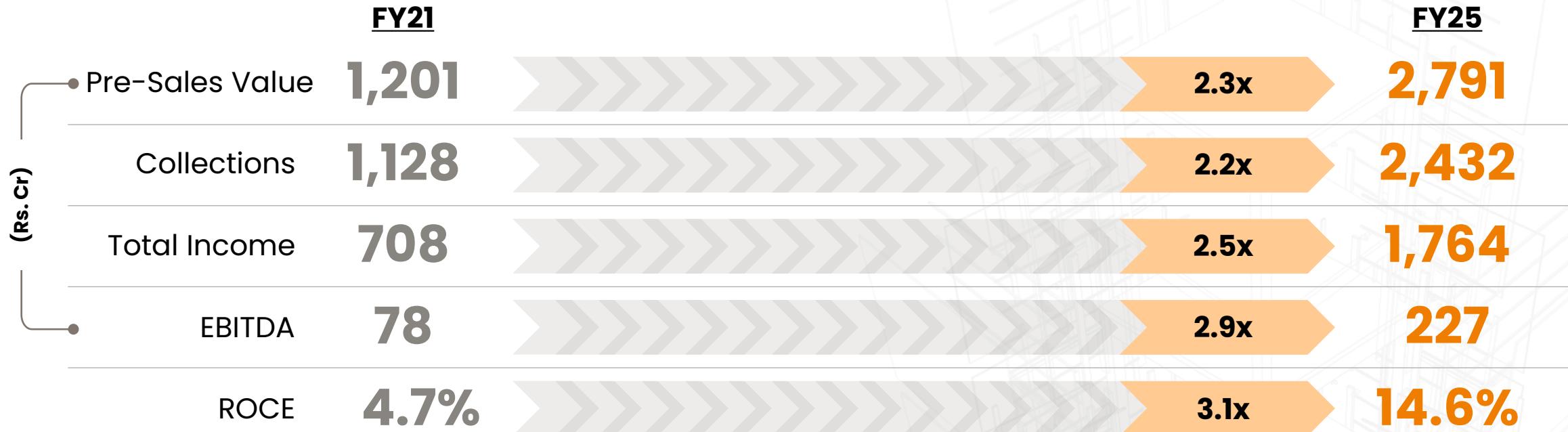


Process and Product Innovation



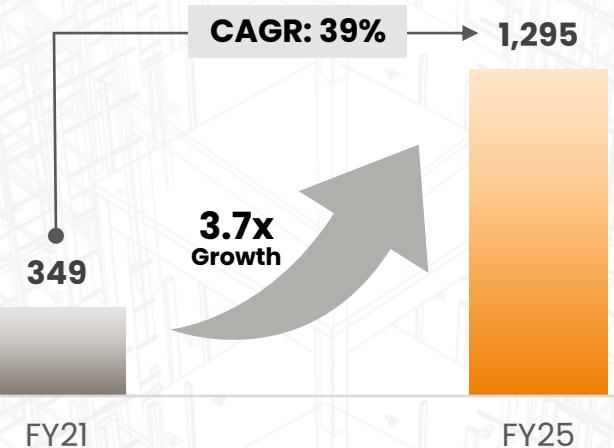
Prudent Financial Policy

Performance Trend



24K Manor Pune – Artist's impression

Life Republic Township





Operational Highlights



Alora, Mumbai – Artist's impression

Alora, Mumbai – Artist's impression

Canvas, LR, Pune – Artist's impression

Key Highlights – Q3 FY26

Rs.605 cr

Pre-sales

Q3 FY25 – Rs.680 Cr

Rs.709 cr

Collections*

Q3 FY25 – Rs.567 Cr

0.69 Mn. Sq. Ft.

Volume

Q3 FY25 – 0.81 Mn. Sq. Ft.

Rs.205 cr

Operating Cash-Flow

Q3 FY25 – Rs.197 Cr

Rs.8,726 Rs./Sq. Ft.

Average Price Realization

Q3 FY25 – Rs.8,394 Rs./Sq. Ft.

2.19 Mn. Sq. Ft.

Launches**

GDV~Rs.1,400 cr

Business Development#

* Achieved highest ever quarterly collections

**Launched towards the latter part of the quarter, resultantly large part of the sales from new launches will be recorded in Q4 FY26

#Oct. 2025 – Acquired a ~7.5 acre land parcel in Bhugaon (Sector 1A), Pune, with an estimated saleable area of ~1.9 Mn. Sq. Ft. and GDV of ~Rs.1,400 cr

Key Highlights – 9M FY26

Strategic Investment: In Q2FY26, funds affiliated with Blackstone completed a phased equity investment and currently hold a **40%** stake in the Company.

Rs.1,891 cr

Pre-sales

9M FY25 – Rs.2,161 Cr

Rs.1,855 cr

Collections*

9M FY25 – Rs.1,729 Cr

2.39 Mn. Sq. Ft.

Volume

9M FY25 – 2.80 Mn. Sq. Ft.

Rs.560 cr

Operating Cash-Flow

9M FY25 – Rs.641 Cr

GDV~Rs.2,250 cr

Business Development**

Rs.7,914 (Rs./Sq. Ft.)

Average Price Realization

9M FY25 – Rs.7,716 (Rs./Sq. Ft.)

3.71 Mn. Sq. Ft.

Launches

*Collections includes DMA collection; Achieved highest ever 9 monthly collections

Oct. 2025 – Acquired a **~7.5 acre land parcel in Bhugaon (Sector 1A), Pune, with an estimated saleable area of **~1.9 Mn. Sq. Ft.** and GDV of **~Rs.1,400 cr**

Jan. 2026 – Signed a joint development agreement for the development of a **~5 acre** residential project in Bhugaon (Sector 1B), Pune, with an estimated saleable area of **~1.1 Mn. Sq. Ft.** and GDV of **~Rs.850 cr**

Pre-Sales & Collections Summary Q3 FY26

Projects	Location	Area Sold (Mn. Sq. Ft.)	Pre-Sales Value (Rs. Cr)	Collections
				(Rs. Cr)
Life Republic	Hinjewadi	0.38	280	280
24K Altura	Baner	0.05	56	88
24k Manor	Pimple Nilakh	0.03	36	78
Springshire	Wagholi	0.08	47	55
Little Earth	Kiwale	0.05	29	55
Little Earth(Planet)	Kiwale	0.03	20	38
Other Projects	Pune	0.01	8	36
Total (Pune Projects) (A)		0.63	476	630
Golden Pebbles (Alora)	Kalina	0.01	20	23
La-Vita (B3)	Vashi	0.01	24	18
Laxmi Ratan (Serenova)	Versova	0.02	61	9
Sukh Niwas (K52)	Khar	0.01	16	21
Total (Mumbai Projects) (B)		0.05	121	71
Lakeside 24 (Raaga 3)	Hennur Road	0.01	8	8
Total (Bengaluru Projects) (C)		0.01	8	8
Total (A+B+C)		0.69	605	709

Pre-Sales & Collections Summary 9M FY26

Projects	Location	Area Sold (Mn. Sq. Ft.)	Pre-Sales Value (Rs. Cr)	Collections (Rs. Cr)
Life Republic	Hinjewadi	1.39	999	768
24K Altura	Baner	0.15	164	230
24k Manor	Pimple Nilakh	0.13	146	211
Springshire	Wagholi	0.20	125	115
Little Earth	Kiwale	0.18	107	100
Little Earth(Planet)	Kiwale	0.14	83	110
Other Projects	Pune	0.10	69	145
Total (Pune Projects) (A)		2.29	1,693	1,679
Golden Pebbles (Alora)	Kalina	0.02	52	56
La-Vita (B3, Vashi)	Vashi	0.02	44	59
Serenova	Versova	0.03	61	9
Other Mumbai Projects*	Mumbai	0.01	23	34
Total (Mumbai Projects) (B)		0.08	180	158
Bengaluru Projects**	Bengaluru	0.02	18	18
Total (Bengaluru Projects) (C)		0.02	18	18
Total (A+B+C)		2.39	1,891	1,855

*Other Mumbai Projects include K52, Vaayu & Verve

**Bangalore Projects include Lakeside 24 & Exente



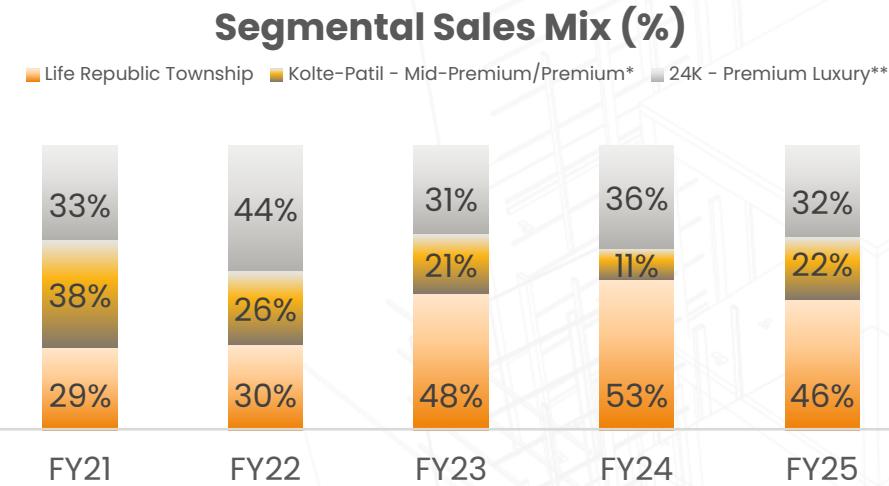
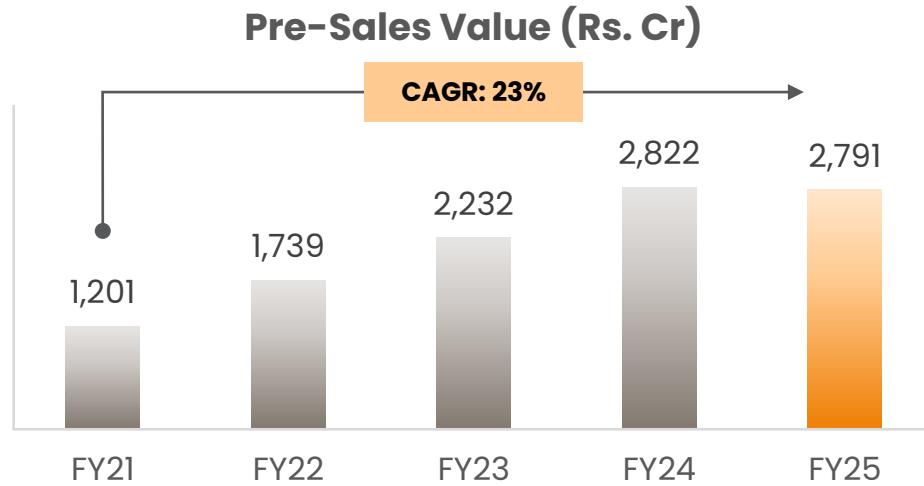
Performance Trend



Canvas, LR, Pune - Artist's impression

24K Altura, Pune - Artist's impression

Operational Performance Trend – Annual



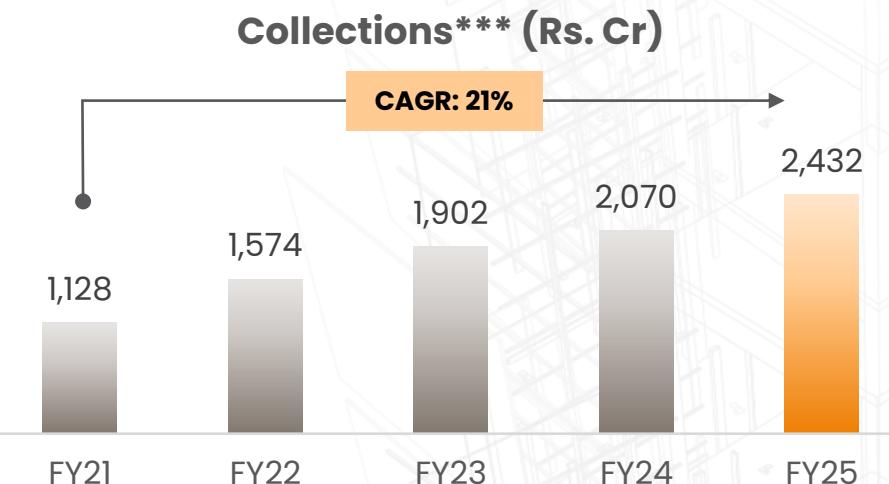
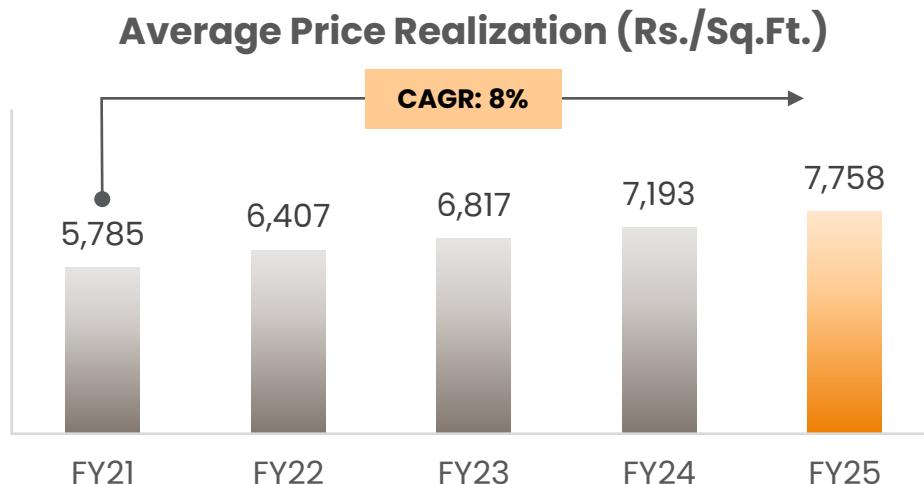
FY25 Highlights

18% YoY

Highest-ever Collection

8% YoY

Highest-ever Realization



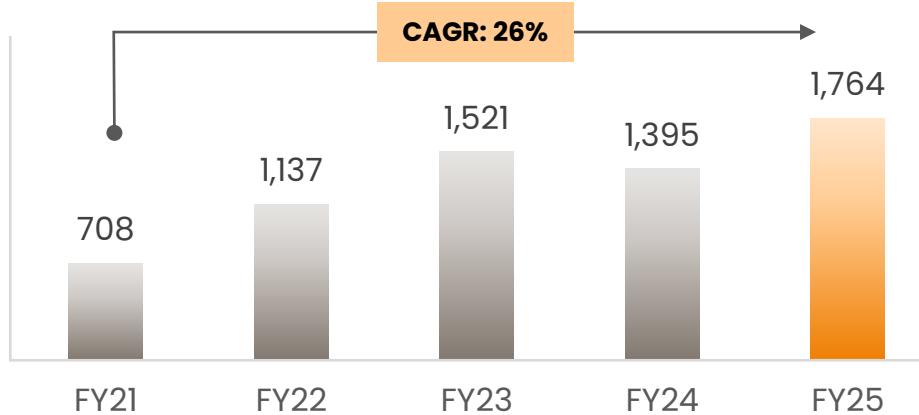
*Kolte-Patil – Mid-Premium/ Premium – Little Earth, Centria, Raaga, Exente, Downtown, Springshire, Ivy estate, Three Jewels, Equa

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

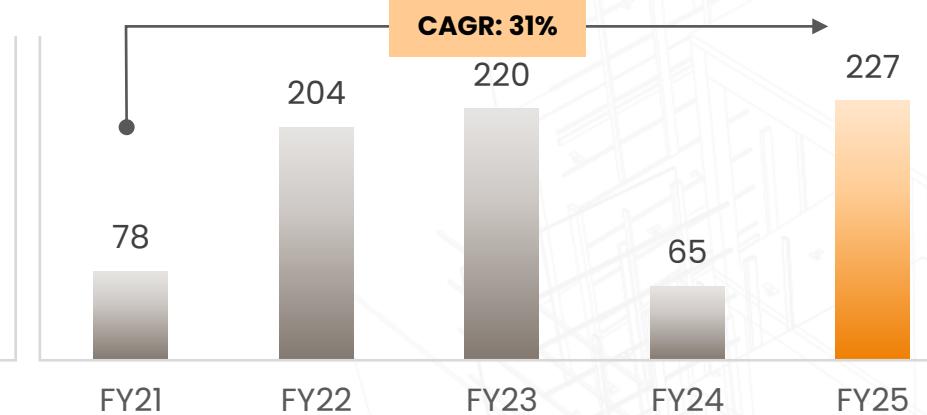
***Collections includes DMA collection

Financial Performance Trend - Annual

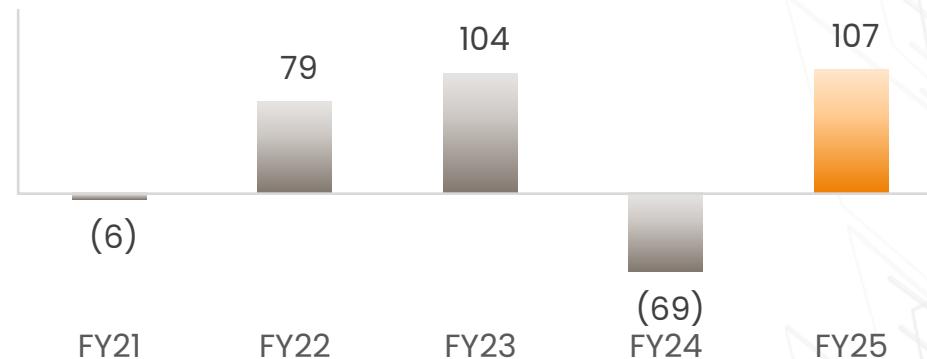
Total Income* (Rs. Cr)



EBITDA (Rs. Cr)**



PAT (Rs. Cr)



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 + Deprecation + Goodwill

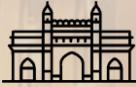


Project Portfolio



Summary of our projects

A promising multi-year growth story with **37.2 Mn. Sq. Ft.** project portfolio (ongoing and unsold, under approval and land bank) with a top-line potential of **~Rs.29,800# Cr**

*Owned Projects	Ongoing and unsold	Under approval	Land Bank	(in Mn. Sq. Ft.)
	Pune	4.8	6.5	23.6
	Mumbai	0.3	0.9	0.8
	Bengaluru	0.1	0.2	-
Total	5.2	7.6	24.4	

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

KPDL Project Portfolio – Pune – As on 31.12.25

Projects - Pune	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
Life Republic, Hinjewadi	100%*	3.6	1.3	11.8	16.7
24K Altura, Baner	100%	0.4	-	-	0.4
24K Manor, Pimple Nilakh	100%	0.2	-	-	0.2
Little Earth, Kiwale**	100%	0.3	0.6	-	0.9
Giga Platinum, Viman Nagar	100%	-	0.7	-	0.7
Springshire, Wagholi	100%	0.3	-	-	0.3
NIBM	67%	-	1.0	-	1.0
Ghotawade	50%	-	-	3.2	3.2
Downtown, Kharadi	100%	-	1.1	-	1.1
Aundh	100%	-	-	1.0	1.0
Kalyani Nagar	100%	-	-	1.0	1.0
Wadgaon Khurd	72%	-	1.8	3.2	5.0
Bhugaon 1A	100%	-	-	1.9	1.9
Bhugaon 1B#	70%	-	-	1.1	1.1
Boat Club Road	100%	-	-	0.4	0.4
Pune Total:		4.8	6.5	23.6	34.9

Total (Top-Line Potential) – Rs. ~25,800 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

** Little Earth, Kiwale includes 0.04 million square feet area of Little Earth, Kiwale (Planet)

#Acquired in Jan. 2026

KPDL Project Portfolio – Mumbai & B'lore – As on 31.12.25

Projects - Mumbai	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
Golden Pebbles (Alora), Kalina	100%	0.1	-	-	0.1
La-Vita (B3), Vashi	50%	0.1	-	-	0.1
Laxmi Ratan (Serenova), Versova	100%	0.1	-	-	0.1
Vishwakarmanagar, Mulund	100%	-	0.6	-	0.6
Jal Mangal Deep, Goregaon	100%	-	0.3	-	0.3
Jal Nidhi, Goregaon	100%	-	-	0.2	0.2
Nand Dham, Dahisar	100%	-	-	0.2	0.2
Shree Avadhoot, Dahisar	100%	-	-	0.4	0.4
Mumbai Total:		0.3	0.9	0.8	2.0

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

Projects - 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



Financial Highlights – 9M FY26 & Q3 FY26

Particulars	9M FY26	9M FY25	Q3 FY26	Q3 FY25
(Rs. Cr)				
Total Income*	540.3	1,040.5	281.8	369.3
Adj. EBITDA**	6.9	115.5	24.7	45.4
Adj. EBITDA (%)	1.3%	11.1%	8.8%	12.3%
PAT (Post MI)	(22.9)	41.3	4.5	25.3
PAT Post MI (%)	(4.2%)	4.0%	1.6%	6.9%
 Networth	 1,223	 745		
Gross Debt	1,238	1,181		
Less: OCD/Zero Coupon NCDs	725	665		
Less: Cash & Cash Equivalents & Current Investments	1,113	634		
Net Debt	(600)	(117)		

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 + Deprecation + Goodwill

Abridged Cash Flows – 9M FY26 & Q3 FY26

Abridged Cash flows	9M FY26	Q3 FY26
(Rs. Cr)	(Un-audited)	(Un-audited)
Opening Balance**# - A	690	1,102
Operating Activities:		
Collections	1,849	709
Construction Cost	(904)	(356)
Other Expenses	(216)	(82)
Direct & Indirect Taxes	(169)	(66)
Operating Cashflow – B	560	205
Financing Activities:		
Interest	(43)	(14)
OD/CC Movement	36	11
OCD/Zero Coupon NCD (Redemption)/Subscription	7	169
Dividend	(37)	(34)
Equity Subscription	397	0
Financing Cashflow – C	360	132
Investing Activities:		
TDR/Premium Costs/Approval Cost/New Business Development	(118)	(54)
JV Partner/Land Cost/PE Payout	(214)	(107)
Investing Cashflow – D	(332)	(161)
Closing Balance**# (A+B+C+D)	1,278	1,278

*The inflows and outflows for associate companies are considered in the above cash flow. Accordingly, the closing balance includes Rs. 61.59 cr pertaining to associate companies which are not consolidated in the consolidated financial statements. Further, this also includes Rs. 114.29 cr pertaining to Bank deposits having maturities of more than 12 months from the Balance Sheet date.

#Balance related to Divested Entities excluded from opening balance viz. Amco Landmarks Realty, Regensis Project Mgt LLP & KP Realtors

Business Outlook

Strengthening Leadership Position

- **Strategic Partnership with Blackstone** marks a pivotal milestone, combining KPDL's 30+ years of execution legacy with Blackstone's global financial expertise to accelerate expansion and drive innovation in the Indian Real Estate sector

Operational Excellence

- Prioritizing **faster sales, approvals and construction** to enhance liquidity and project turnover
- Supported by **prudent investments in technology** aimed at reducing construction timelines
- **A Strong Digital Connect** acts as an incremental sales channel
- Strengthening the **leadership team and Board** to drive governance, execution, and long-term growth

Efficient Capital Deployment

- **Prudent Financial Policies** enable KPDL to diversify its project portfolio across geographies while maintaining one of the lowest debt levels in the sector
- **Capital Deployed** selectively within predefined thresholds to maximize project recall, revenue visibility, capital efficiency and reinvestment capacity

Diversifying Geographical Presence

- **Targeting Growth** across Pune, Mumbai and Bengaluru through outright deals, redevelopment and capital efficient JVs/JDAs. Current project portfolio has a salable potential of **37.2 Mn. Sq. Ft.**
- **Launched** projects with **3.71 Mn. Sq. Ft.** of salable area during 9M FY26
- **Acquired projects** with an aggregate GDV of **~Rs.2,250 crore (~3 Mn. Sq. Ft. salable area)** during 9M FY2026

Demand Drivers

- **Softer interest rates** and **pro-growth policies** such as rationalization of GST, are expected to sustain housing demand in 2025.
- Mid-premium and luxury segments to drive momentum amid **rising incomes and infrastructure push**.
- **Urbanization Beyond Metros**: A clear government focus on Tier-2 and Tier-3 cities is broadening the economic base and unlocking new investment opportunities

Sector Consolidation

- **Regulatory reforms** and **greater transparency** are accelerating the shift toward organized players
- KPDL, backed by strong **execution capabilities** and **financial prudence**, is well placed to benefit from the ongoing industry shift toward organized players

Board of Directors



Mr. Girish Vanvari

Chairman of the Board
Non-Executive - Independent Director



Mr. Asheesh Mohta

Non-Executive - Non-Independent
Director



Mr. Rajesh Patil

Managing Director



Mr. Dalip Sehgal

Non-Executive - Non-Independent
Director



Ms. Avani Davda

Non-Executive - Independent
Director



Mr. Mohit Arora

Non-Executive - Non-Independent
Director

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

- 0-10 km from the township – Crimson Anisha, Symbiosis, Indira Institute of Management, DY Patil University, Poddar School
- 5 –10 km from the township – Aditya Birla Hospital, Ruby Hall Clinic & top hospitals



Canvas, LR, Pune – Artist's impression

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

KPDL Awards

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

Project Awards

	Architecture Residential High Rise – Architecture India – 24K Manor – Asia Pacific Property Awards – '25-'26		Luxury Project Of The Year – 24k Manor – The Golden Brick Awards, Dubai – May 2024		Luxury Project of the year – K52, Real Estate Business Excellence, Zee Business, 2023		Luxury Project of the year – 24K Stargaze, ET Now, 2019-20
	Integrated Marketing Campaign (360 Degree) Canvas at Life Republic; ET Real Estate Awards '25		Best Township Project, Pune (Life Republic), Times Power Brands, 2023		Residential Property India – 24K Stargaze By Kolte Patil Developers Limited, Asia Pacific Property Awards (IPA) 2022-23		Integrated Township of the year, CNN News18, 2019-20
	Residential Project – High-End (Ongoing: West) – 24K Manor – The ET Real Estate Awards 2025		Residential Project – Township (Metro : Ongoing) – LIFE Republic, ET Real Estate Awards 2023 – WEST		Top Mid-segment Homes, Project Little Earth, Pune Mirror (Real Estate Icons), 2022		Integrated Township Project of the year – IVY Estate, Realty Plus, 2019
	Residential Project Villa – 24K Espada Project at Life Republic – The ET Real Estate Awards 2025		Residential Project – Mid Segment (Metro : Ongoing) – AROS, ET Real Estate Awards 2023 – WEST		Top Township projects (above 350 acres), Times Real Estate Icons, 2020-21		Best High Rise Project of the Year – I-Towers Exente, Times Business Awards, 2018
	Marketing Campaign of the Year for Qrious – Golden Bricks Awards Dubai 2025		Luxury Project of the year – K52, Real Estate Business Excellence, Zee Business, 2023		Residential High Rise Architecture India, Asia Pacific Property Awards (IPA), 2020-21		Best Design Apartment project of the Year – Mirabiils, Times Business Awards, 2018
	Best residential development 20+ units India – 24K Atria, Asia Pacific Property Awards FY 2024-25		Best Township Project – Pune, Life Republic by Kolte Patil, Times Power Brands, 2023		Innovative marketing campaign of the year – Life Republic, ET Now, 2019-20		Luxury Project of the year – 24K Stargaze, Times Network, 2017-18

About Kolte-Patil Developers Ltd.



Dipti Rajput, CFA

VP – Investor relations

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Kolte-Patil Developers Ltd. (BSE: 532924, NSE: KOLTEPATIL; KPDL), incorporated in 1991, is a leading real estate company with a dominant presence in the Pune residential market and a diversified presence in Mumbai and Bengaluru. In FY26, the Company entered into a strategic partnership with global investment firm Blackstone with the latter acquiring a 40% stake in the Company following a two-phase transaction involving the preferential allotment of equity shares and a secondary equity share acquisition from existing promoters.

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 >31 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: '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 (six completed, three on-going, five 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 The ET Real Estate Awards 2025-Residential Project – High-End (Ongoing: West) for 24K Manor, The ET Real Estate Awards 2025-Residential Project Villa for 24K Espada Project at Life Republic, Times Power Brands, 2023-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