



24K Manor, Pune – Artist's impression



Kolte-Patil Developers Limited

Investor Presentation
Q4 & 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

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

Kolte-Patil At a Glance

'Redefining Living' Across Geographies and Customer Segments

Legacy	Projects developed	Area Delivered	Project Portfolio	Geographical Footprint	Brands / Segments
 30+ Years of Pursuing Excellence Since 1991	 68 Residential Complexes, IT Parks, Integrated Townships, Commercial Complexes	 >32 Mn. Sq. Ft.	 ~37 Mn. Sq. Ft. Ongoing & Unsold, Under Approval & Land Bank	Pune  Mumbai  Bengaluru 	Premium Luxury 24K <small>BY KOLTE-PATIL</small> Mid-Premium / Premium  Township  

Strategic Pillars



**Diversified
Product Portfolio
across
Geographies**



**Strategic
Partnerships**



**Customer
Centricity**

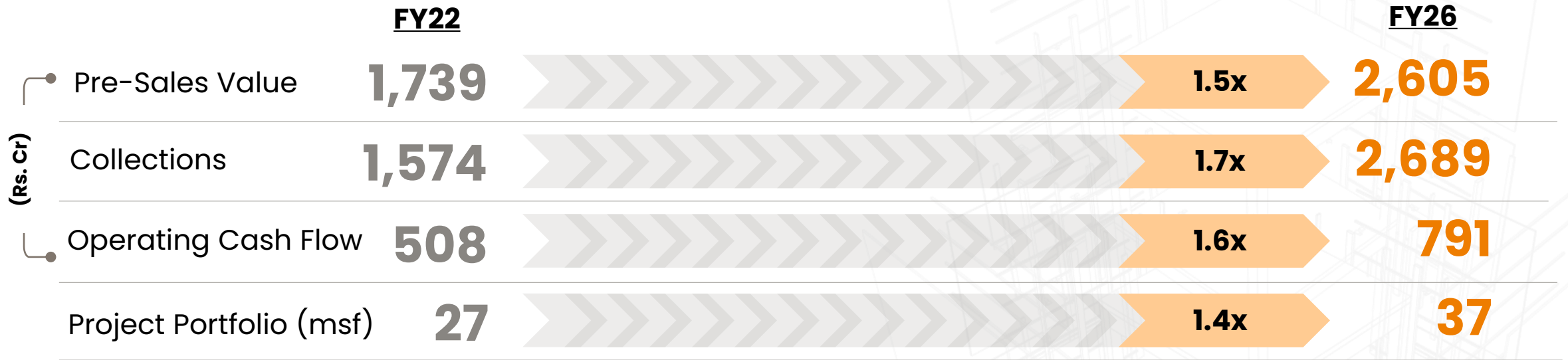


**Process and
Product
Innovation**



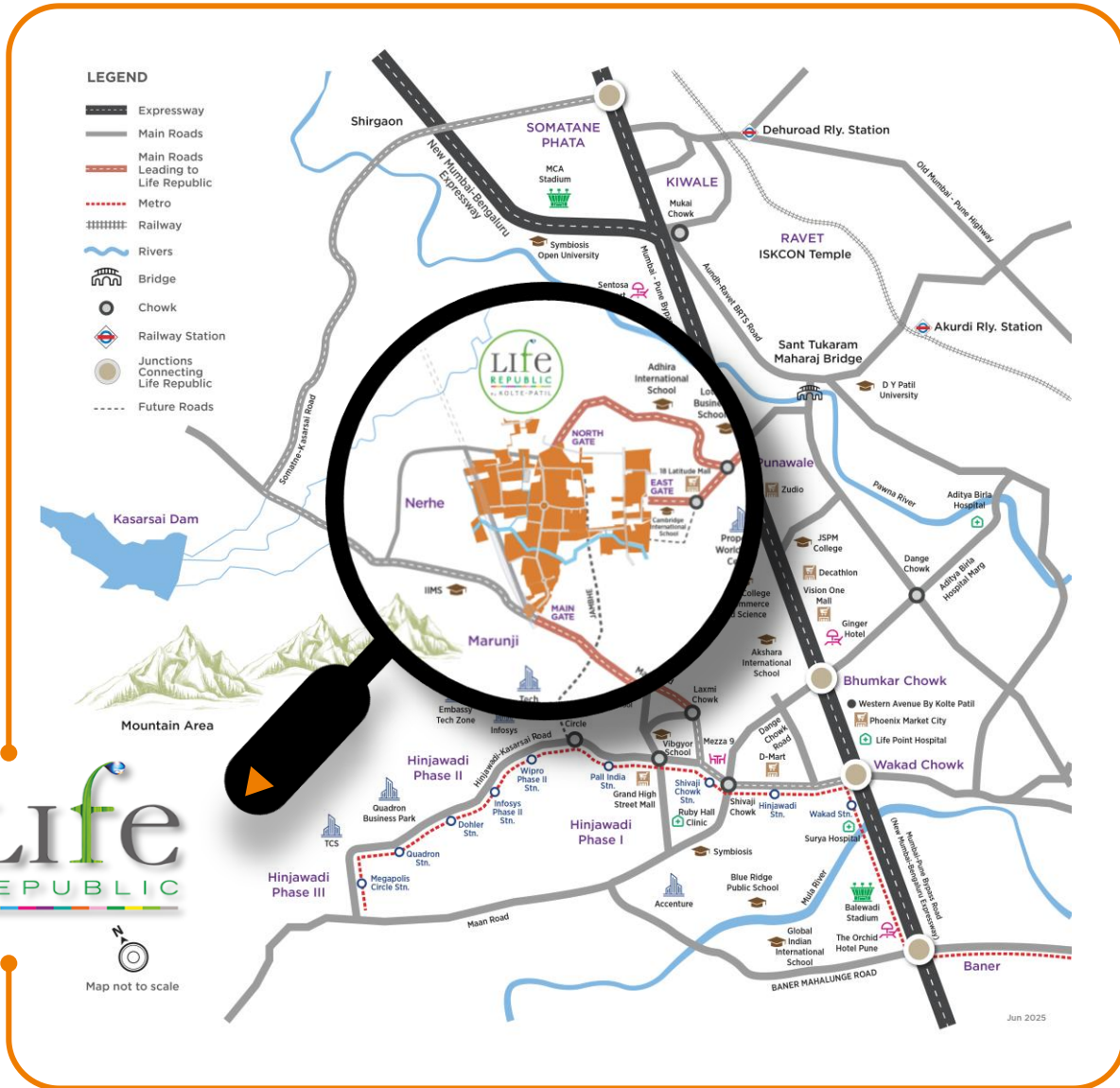
**Prudent
Financial
Policy**

Performance Trend



24K Manor Pune – Artist’s impression

Life Republic Township



Land Parcel

403 Acre

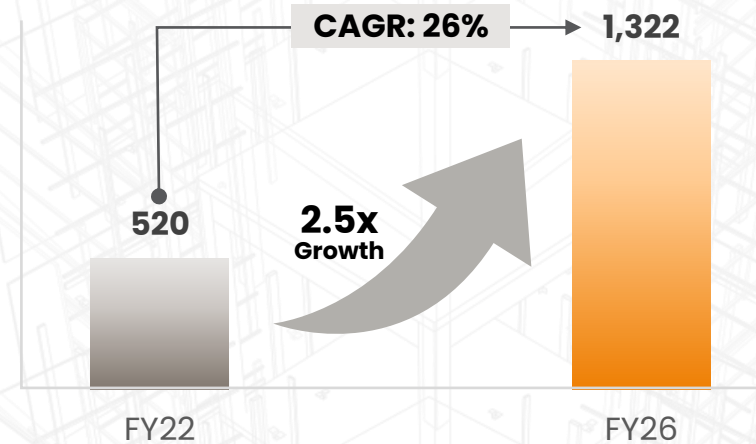
Total Area Sold

15.1 Mn. Sq. Ft.

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

16.4 Mn. Sq. Ft.

Pre-Sales (Rs. Cr)



Key Highlights – Q4 FY26

Rs.714 cr

Pre-Sales

Q4 FY25 – Rs.631 Cr

0.74 Mn. Sq. Ft.

Pre-Sales Volume

Q4 FY25 – 0.80 Mn. Sq. Ft.

Rs.9,601 Rs./Sq. Ft.

Average Price Realization

Q4 FY25 – Rs.7,904 Rs./Sq. Ft.

Rs.834 cr

Collections*

Q4 FY25 – Rs.704 Cr

Rs.231 cr

Operating Cash-Flow

Q4 FY25 – Rs.239 Cr

1 Mn. Sq. Ft.

Launches

* Achieved highest ever quarterly collections

Key Highlights – FY26

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

Rs.2,605 cr

Pre-Sales

FY25 - Rs.2,791 Cr

Rs.2,689 cr

Collections*

FY25 - Rs.2,432 Cr

3.13 Mn. Sq. Ft.

Pre-Sales Volume

FY25 - 3.60 Mn. Sq. Ft.

Rs.791 cr

Operating Cash-Flow

FY25 - Rs.880 Cr

GDV~Rs.2,250 cr

Business Development**

Rs.8,314 Rs./Sq. Ft.

Average Price Realization

FY25 - Rs.7,758 Rs./Sq. Ft.

4.6 Mn. Sq. Ft.

Launches

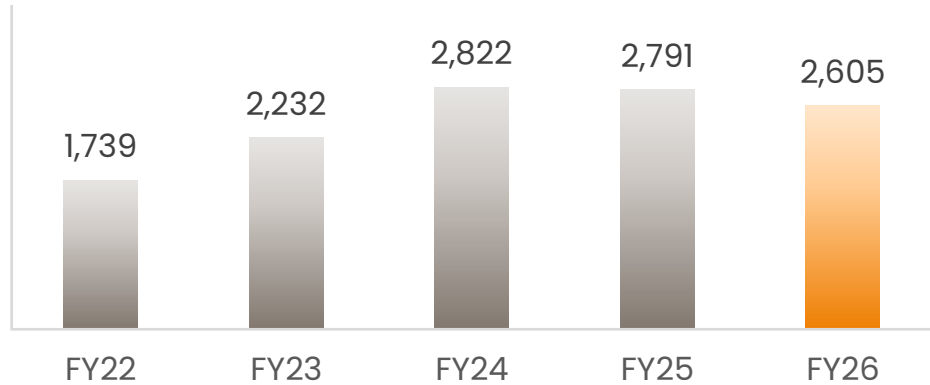
*Collections includes DMA collection; Achieved highest ever annual collections

**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

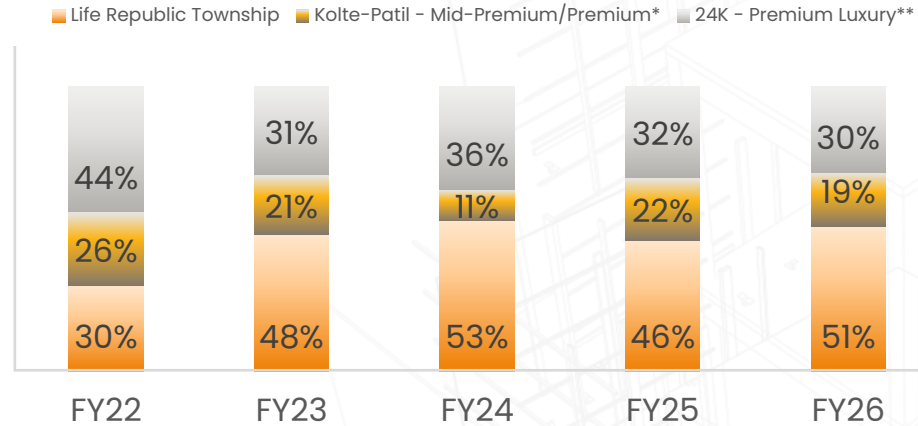
Jan. 2026 - Signed a joint development agreement for the development of a ~5 acre residential project in Bhugaon (Sector 1B), Pune, with an estimated saleable area of ~1.1 Mn. Sq. Ft. and GDV of ~Rs.850 cr

Operational Performance Trend - Annual

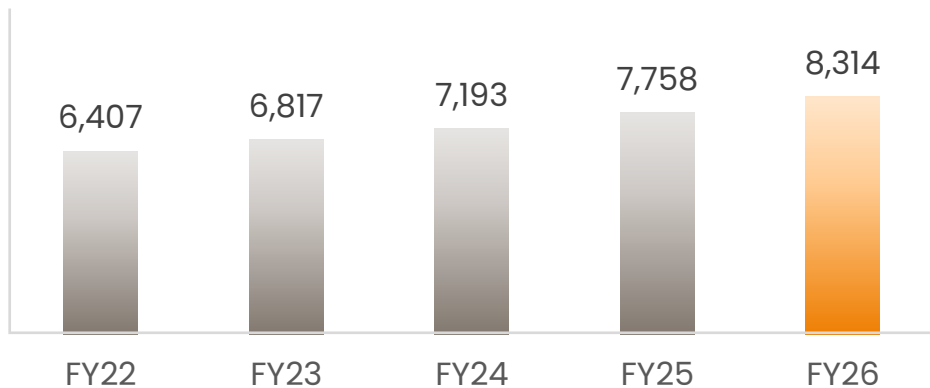
Pre-Sales Value (Rs. Cr)



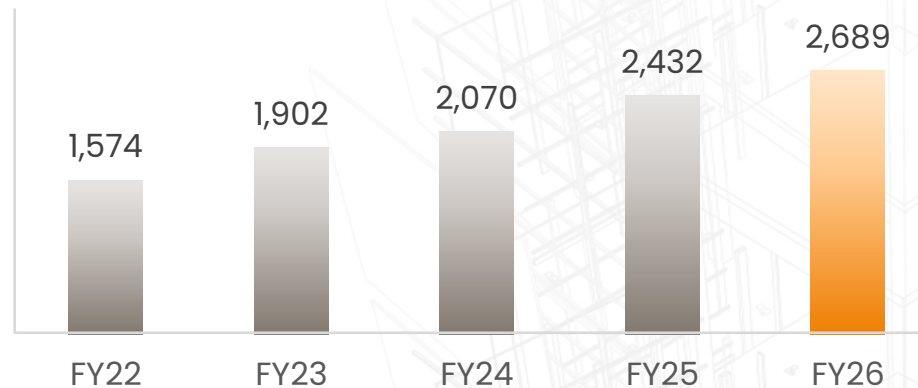
Segmental Sales Mix (%)



Average Price Realization (Rs./Sq.Ft.)



Collections*** (Rs. Cr)



FY26 Highlights

↑ **11% YoY**

Highest-ever Collection

↑ **7% YoY**

Highest-ever Realization

*Kolte-Patil - Mid-Premium/ Premium - Little Earth, Centria, Raaga, Exente, Downtown, Springshire, Ivy estate, Three Jewels, Equa, Lakeside 24

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

***Collections includes DMA collection



Canvas, LR, Pune – Artist's impression



Canvas, LR, Pune – Artist's impression



24K Altura, Pune – Artist's impression

Financial Highlights

Financial Highlights – FY26 & Q4 FY26

Particulars	FY26	FY25	Q4 FY26	Q4 FY25
(Rs. Cr)				
Total Income*	802.5	1,763.7	262.2	723.2
Adj. EBITDA**	14.7	227.3	7.7	111.9
Adj. EBITDA (%)	1.8%	12.9%	3.0%	15.5%
PAT (Post MI)	(38.7)	106.6	(15.8)	65.3
PAT Post MI (%)	(4.8%)	6.0%	(6.0%)	9.0%
Networth	1,207	830		
Gross Debt	1,142	1,109		
Less: OCD/Zero Coupon NCDs	669	633		
Less: Cash & Cash Equivalents & Current Investments	976	481		
Net Debt	(503)	(5)		

The Company's long-term bank debt & NCDs have been assigned 'CRISIL AA-/Stable' rating.

*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

Abridged Cash Flows – FY26 & Q4 FY26

Abridged Cash flows	FY26	Q4 FY26
(Rs. Cr)	(Un-audited)	(Un-audited)
Opening Balance** – A	690	1,278
Operating Activities:		
Collections	2,683	834
Construction Cost	(1,333)	(429)
Other Expenses	(309)	(93)
Direct & Indirect Taxes	(250)	(81)
Operating Cashflow – B	791	231
Financing Activities:		
Interest	(56)	(13)
OD/CC Movement	(9)	(44)
OCD/Zero Coupon NCD (Redemption)/Subscription	(82)	(89)
Dividend	(37)	-
Equity Subscription	397	-
Financing Cashflow – C	214	(146)
Investing Activities:		
TDR/Premium Costs/Approval Cost/New Business Development	(264)	(147)
JV Partner/Land Cost/PE Payout	(257)	(43)
Investing Cashflow – D	(521)	(189)
Closing Balance** (A+B+C+D)	1,174	1,174

*The inflows and outflows for associate companies are considered in the above cash flow. Accordingly, the closing balance includes Rs.93.71Cr pertaining to associate companies which are not consolidated in the consolidated financial statements. Further, this also includes Rs. 34.55Cr 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



Duet, LR, Pune – Artist's impression



24K Altura, Pune – Artist's impression






24K Manor, Pune – Artist's impression

Project Portfolio

Summary of Our Projects

A promising multi-year growth story with **~37 Mn. Sq. Ft.** project portfolio (ongoing and unsold, under approval and land bank) with a top-line potential of **~ Rs.29,300# Cr**

	*Owned Projects	Ongoing and unsold	Under approval	Lank Bank
				(in Mn. Sq. Ft.)
	Pune	4.4	6.8	23.6
	Mumbai	0.3	0.6	0.8
	Bengaluru	0.02	0.2	-
	Total	4.7	7.6	24.4

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

KPDL Project Portfolio – Pune – As on 31.03.26

Projects – Pune	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
Life Republic, Hinjewadi	100%*	3.3	1.3	11.8	16.4
24K Altura, Baner	100%	0.4	-	-	0.4
24K Manor, Pimple Nilakh	100%	0.2	-	-	0.2
Little Earth, Kiwale**	100%	0.3	0.9	-	1.2
Giga Platinum, Viman Nagar	100%	-	0.7	-	0.7
Springshire, Wagholi	100%	0.2	-	-	0.2
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
Wadgoan 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:		4.4	6.8	23.6	34.8

Total (Top-Line Potential) – Rs. ~25,700 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 0.02 million square feet area of Little Earth, Kiwale (Planet)

KPDL Project Portfolio - Mumbai & B'lore - As on 31.03.26

Projects - Mumbai	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
Golden Pebbles (Alora), Kalina	100%	0.01	-	-	0.01
La-Vita (B3), Vashi	50%	0.06	-	-	0.06
Laxmi Ratan (Serenova), Versova	100%	0.06	-	-	0.06
Jal Mangal Deep , Goregaon	100%	0.19	-	-	0.19
Vishwakarmanagar, Mulund	100%	-	0.61	-	0.61
Jal Nidhi, Goregaon	100%	-	-	0.21	0.21
Nand Dham, Dahisar	100%	-	-	0.21	0.21
Shree Avadhoot, Dahisar	100%	-	-	0.38	0.38
Mumbai Total:		0.32	0.61	0.80	1.73
Total (Top-Line Potential) - Rs. ~3,400 Cr					
Projects - Bengaluru	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
24K Grazio , Koramangala	100%	-	0.21	-	0.21
Lakeside 24, Hennur Road	100%	0.02	-	-	0.02
Bengaluru Total:		0.02	0.21	-	0.23
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



24K, Manor, Pune – Artist's impression



24K, Manor, Pune – Artist's impression



Springshire, Wagholi, Pune – Artist's impression

Annexures

Pre-Sales & Collections Summary Q4 FY26

Projects	Location	Area Sold (Mn. Sq. Ft.)	Pre-Sales Value (Rs. Cr)	Collections (Rs. Cr)
Life Republic	Hinjewadi	0.36	305	374
24K Altura	Baner	0.05	57	115
24k Manor	Pimple Nilakh	0.05	62	96
Springshire	Wagholi	0.06	36	50
Little Earth	Kiwale	0.09	53	53
Little Earth(Planet)	Kiwale	0.02	16	23
Other Projects	Pune	0.01	9	38
Total (Pune Projects) (A)		0.64	538	749
Golden Pebbles (Alora)	Kalina	0.02	38	37
La-Vita (B3)	Vashi	0.01	11	19
Laxmi Ratan (Serenova)	Versova	0.02	50	12
Jal Mangal Deep (Vivere)	Goregaon	0.03	50	1
Other Mumbai Projects	Mumbai	0.00	7	6
Total (Mumbai Projects) (B)		0.08	156	75
Lakeside 24	Hennur Road	0.02	20	10
Total (Bengaluru Projects) (C)		0.02	20	10
Total (A+B+C)		0.74	714	834

*Other Mumbai Projects include K52 & Vaayu

Pre-Sales & Collections Summary FY26

Projects	Location	Area Sold (Mn. Sq. Ft.)	Pre-Sales Value (Rs. Cr)	Collections (Rs. Cr)
Life Republic	Hinjewadi	1.76	1,304	1,142
24K Altura	Baner	0.20	221	345
24k Manor	Pimple Nilakh	0.18	209	307
Springshire	Wagholi	0.26	161	165
Little Earth	Kiwale	0.27	160	152
Little Earth(Planet)	Kiwale	0.16	99	133
Other Projects	Pune	0.10	77	184
Total (Pune Projects) (A)		2.93	2,231	2,428
Golden Pebbles (Alora)	Kalina	0.04	90	93
La-Vita (B3)	Vashi	0.03	54	78
Laxmi Ratan (Serenova)	Versova	0.04	111	21
Jal Mangal Deep (Vivere)	Goregaon	0.03	50	1
Other Mumbai Projects*	Mumbai	0.01	30	40
Total (Mumbai Projects) (B)		0.15	335	233
Bengaluru Projects**	Bengaluru	0.05	39	28
Total (Bengaluru Projects) (C)		0.05	39	28
Total (A+B+C)		3.13	2,605	2,689

*Other Mumbai Projects include K52, Vaayu & Verve

**Bengaluru Projects include Lakeside 24 & Exente

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 **approvals, sales, 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
- Continued focus on capital-efficient growth through asset light development models, including **JVs/JDAs and redevelopment** opportunities complementing the outright acquisition model

Diversifying Geographical Presence

- **Targeting Growth** across Pune, Mumbai and Bengaluru through outright deals, redevelopment and JVs/JDAs. Current project portfolio has a salable potential of **~37 Mn. Sq. Ft.**
- **Launched** projects with **4.6 Mn. Sq. Ft.** of saleable area during FY26
- **Acquired projects** with an aggregate GDV of **~Rs.2,250 crore (~3 Mn. Sq. Ft. salable area)** during FY2026

Demand Drivers

- Current **uncertain geo-political environment** is expected to soften the demand sentiment temporarily
- **Softer interest rates** and **pro-growth policies** such as rationalization of GST, are expected to sustain housing demand
- **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
- Increasing **institutional** participation continues to drive sector formalization and enhance long-term industry credibility
- 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



Awards & 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
- Most Trusted Real Estate Brand, Times Network, 2017-18
- Developer of the Year, Realty Plus, 2016-17

Project Awards

- Residential Project – Township (West: Ongoing) – Life Republic, The ET Real Estate Awards 2026.
- 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
- Best Township Project – Pune, Life Republic by Kolte Patil, Times Power Brands, 2023
- Residential High Rise Architecture India, Asia Pacific Property Awards (IPA), 2020-21
- Integrated Township Project of the year – IVY Estate, Realty Plus, 2019
- Architecture Residential High Rise Architecture India – 24K Manor – Asia Pacific Property Awards – ‘25-’26
- Marketing Campaign of the Year for Qrious – Golden Bricks Awards Dubai 2025
- Residential Project – Township (Metro : Ongoing)– LIFE Republic, ET Real Estate Awards 2023 – WEST
- Residential Property India – 24K Stargaze, Asia Pacific Property Awards (IPA) 2022-23`
- Innovative marketing campaign of the year – Life Republic, ET Now, 2019-20
- Best High Rise Project of the Year – I-Towers Exente, Times Business Awards, 2018
- Integrated Marketing Campaign (360 Degree) Canvas at Life Republic; ET Real Estate Awards ‘25
- Best Residential development 20+ units India – 24K Atria, Asia Pacific Property Awards FY 2024- 25
- Residential Project – Mid Segment (Metro : Ongoing)– AROS, ET Real Estate Awards 2023 – WEST
- Top Mid-segment Homes, Project Little Earth, Pune Mirror (Real Estate Icons), 2022
- Luxury Project of the year – 24K Stargaze, ET Now, 2019-20
- Best Design Apartment project of the Year –Mirabiils, Times Business Awards, 2018
- Residential Project – High-End (Ongoing: West) – 24K Manor – The ET Real Estate Awards 2025
- Best Township Project, Pune (Life Republic), Times Power Brands, 2023
- Luxury Project of the year – K52, Real Estate Business Excellence, Zee Business, 2023
- Top Township projects (above 350 acres), Times Real Estate Icons, 2020-21
- Integrated Township of the year, CNN News18, 2019-20
- Luxury Project of the year – 24K Stargaze, Times Network, 2017-18

About Kolte-Patil Developers Ltd.

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 >32 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, four on-going, four 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

Dipti Rajput, CFA

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