



Kolte-Patil Developers Limited

Investor Presentation Q1 FY27

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

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KPDL Overview



Kolte-Patil At a Glance

'Redefining Living' Across Geographies and Customer Segments

Legacy

~35
Years



Pursuing
Excellence
Since 1991

Projects developed

68



Residential
Complexes,
IT Park,
Integrated Township,
Commercial
Complexes

Area Delivered

>33
Mn. Sq. Ft.



Proven
Development
Track Record

Project Portfolio

38
Mn. Sq. Ft.



Ongoing &
Unsold,
Under Approval,
Land Bank

Geographical Footprint

PUNE



MUMBAI



BENGALURU



Brands / Segments

PREMIUM LUXURY

24K
by KOLTE-PATIL

**MID-PREMIUM /
PREMIUM**



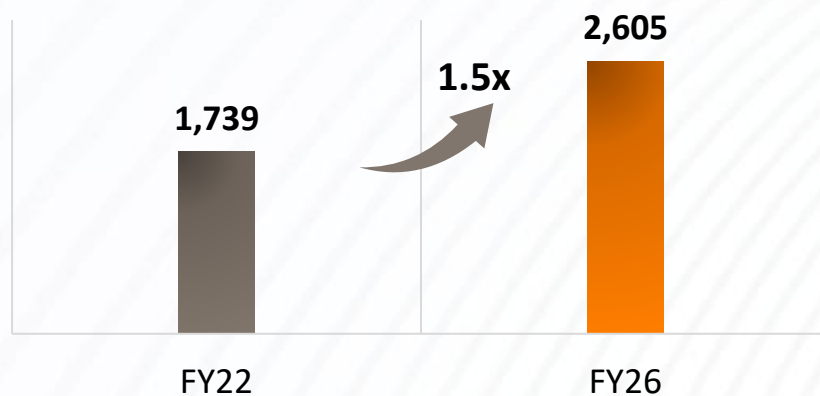
TOWNSHIP

**Life
REPUBLIC**
by KOLTE-PATIL

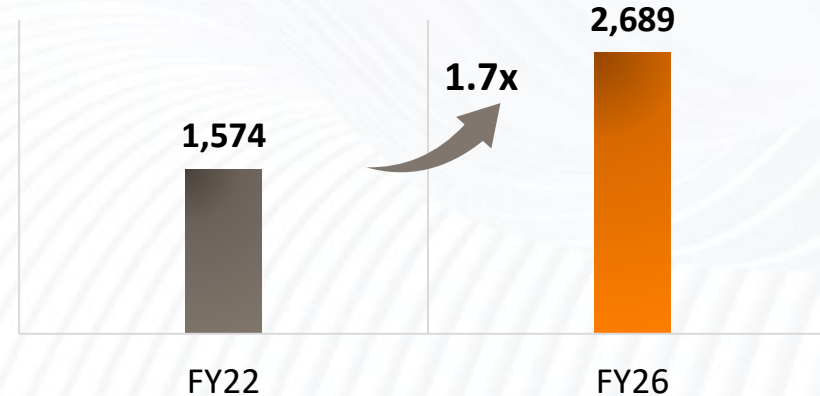


Consistent Execution Driving Sustainable Growth

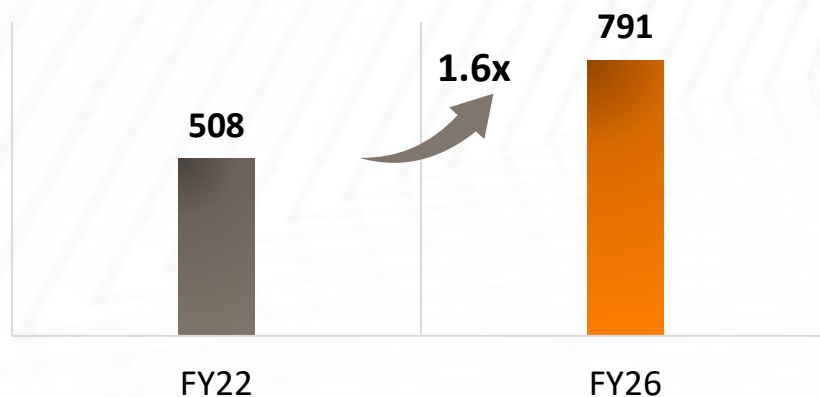
PRE-SALES VALUE (Rs. Cr)



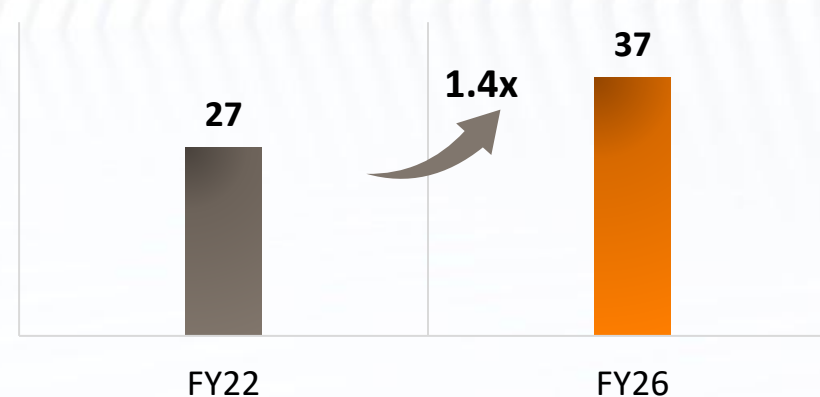
COLLECTIONS (Rs. Cr)



OPERATING CASH FLOW (Rs. Cr)



PROJECT PORTFOLIO (Mn. Sq. Ft.)



Life Republic Township

Near **Hinjewadi**

Location - Pune

400+ Acre

Land Parcel

15 Mn. Sq. Ft.

Total Area Sold

16 Mn. Sq. Ft.

Balance Development Potential

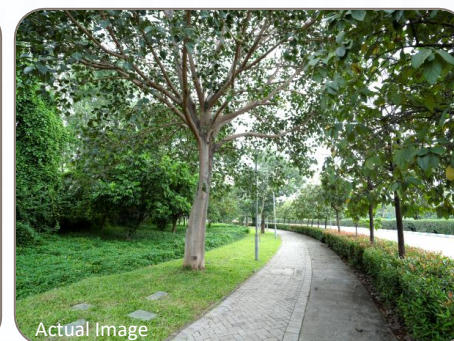
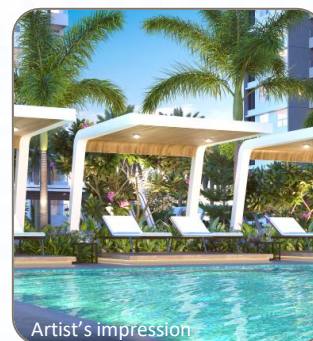
26%

Pre-Sales CAGR FY22-FY26



20+ Township level amenities including an urban park, clubhouse, sports facilities and recreational spaces

Integrated social infrastructure with an international school, retail high street, healthcare, restaurants and community facilities



Bioclimatic township with 40% green cover, integrated rainwater harvesting system, waste water treatment systems, waste-to-energy plant, terrain sensitive infrastructure and EV infrastructure

The Pillars of Disciplined Growth



Governance & Institutional Strength

Strategic partnership with a leading global institutional investor

Experienced board and professional leadership

Robust risk management and compliance framework

40% Blackstone Equity Stake



Scalable Growth Platform

Diversified geographical presence across customer segments

Disciplined business development for multi-year growth

Proven execution across diverse development models (outright, redevelopment, JDA & JV)

38 Mn. Sq. Ft. Project Portfolio



Execution Excellence

Construction excellence backed by over three decades of experience

Technology-enabled project execution

Thoughtfully designed developments with timely delivery

>33 Mn. Sq. Ft. Area Delivered



Financial Discipline

Strong balance sheet supporting growth

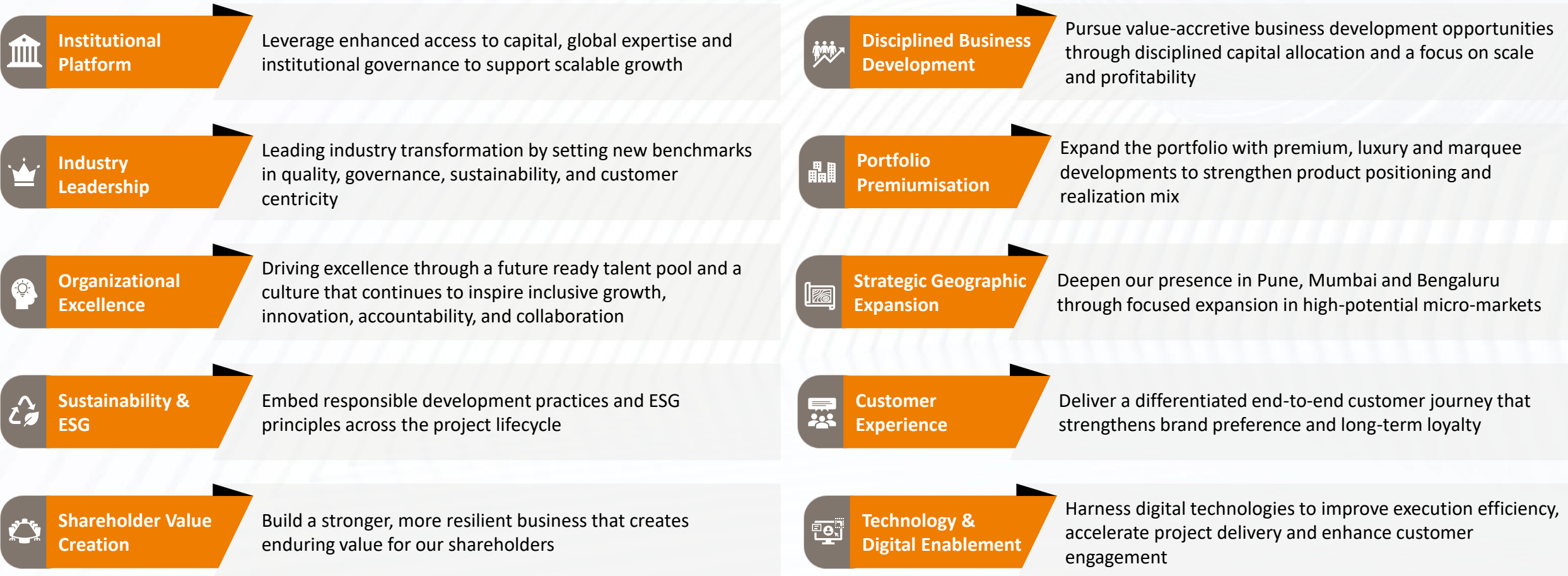
Prudent capital allocation

Strong cash generation and disciplined cash management

'CRISIL AA-/Stable' Credit Rating

Kolte-Patil: The Next Phase of Growth

Strategic priorities to build a larger, differentiated and institutionally led real estate platform





Operational Highlights



Operational Highlights – Q1 FY27

SALES PERFORMANCE

Pre-Sales

Rs.617 cr

Q1 FY26 - Rs.616 Cr

Average Realization

Rs.9,442 /Sq. Ft.

Q1 FY26 - Rs.7,337 /Sq. Ft.

CASH GENERATION

Collections*

Rs.715 cr

Q1 FY26 - Rs.550 Cr

Operating Cash-Flow

Rs.212 cr

Q1 FY26 - Rs.164 Cr

GROWTH PIPELINE

Launches

0.78 Mn. Sq. Ft.

Business Development**

Rs.6,000 cr

- **Pre-sales:** **Mumbai** accounted for approximately ~30% of sales value, underscoring its growing importance within the portfolio. **Life Republic** performance remained robust, contributing ~34% in Q1 FY27.
- **Average realization** rose 29% YoY, driven by strategic price revision across projects and a higher contribution from Mumbai projects
- **Collections** increased 30% YoY, reflecting strong execution
- **Launched** 0.78 Mn. Sq. Ft. saleable area in Pune – ‘The Winds’ (Bhugaon) and ‘Little Earth’ (Kiwale)
- **Landmark addition** of 6 redevelopment projects in Mumbai (GDV - ~Rs.6,000 Cr)

*Q1 FY26 Collections include DMA collection

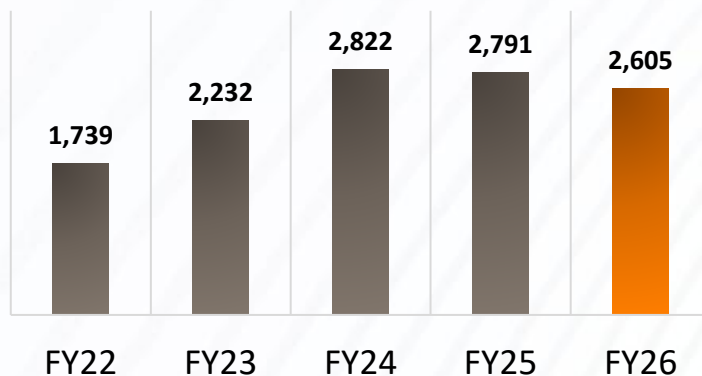
**August 2026 - Addition of 6 society redevelopment projects to the Mumbai portfolio with an estimated GDV of ~Rs.6,000 Cr

Pre-Sales & Collection Summary – Q1 FY27

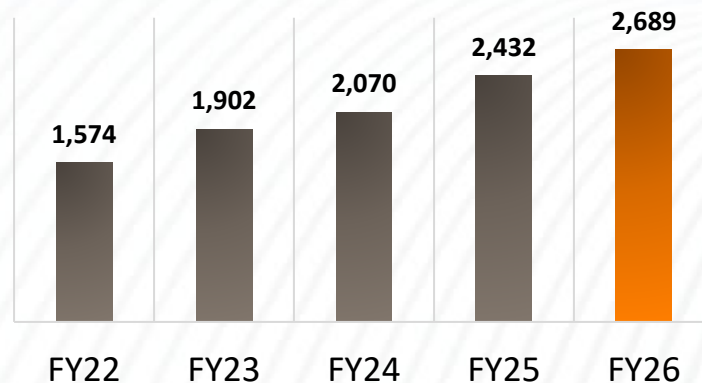
Region	Area sold (Mn. Sq. Ft.)	Pre-Sales (Rs. Cr)	Average Realization (Rs./Sq. Ft.)	Collections (Rs. Cr)
Life Republic (LR), Pune	0.29	212	7,280	294
Pune (excluding LR)	0.26	220	8,324	317
Mumbai	0.10	183	19,123	91
Bengaluru	0.00	2	10,153	13
Total	0.65	617	9,442	715

Operational Performance Trend – Annual

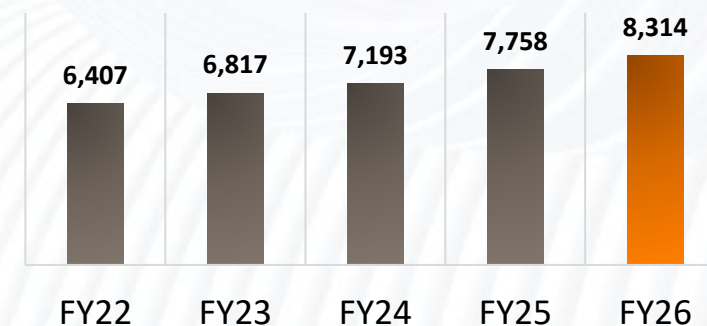
PRE-SALES VALUE (Rs. Cr)



COLLECTIONS* (Rs. Cr)



AVERAGE REALIZATION
(Rs./Sq. Ft.)



FY26 Highlights

↑ **11%** YoY

Highest-ever Collections

↑ **7%** YoY

Highest-ever Realization

Launches – Q1 FY27

Expanding our footprint



THE WINDS*

Bhugaon

Location, Pune

0.47 Mn. Sq. Ft.

Saleable area launched

Rs.330 Cr

GDV

Wellness-led residences nestled amidst the natural landscape of Bhugaon



LITTLE EARTH**

Kiwale

Location, Pune

0.31 Mn. Sq. Ft.

Saleable area launched

Rs.214 Cr

GDV

Expanding an established residential community with launch of Tower B7

*New project – Tower 1,2 & 3

** New phase of ongoing project – Tower B7

Business Development – Year to Date

Scaling our MMR Development Platform; Reaffirming MMR as a priority market

- **Added six redevelopment projects** across Mumbai's Western and Central suburbs and Navi Mumbai
- **Reinforced focus on larger project opportunities** in high-demand, high-value micro-markets
- **Projects located in established residential catchments** with strong end-user demand
- **Micro-markets benefit from robust infrastructure** and excellent connectivity
- **Limited availability of developable land** supports long-term demand and value creation



~Rs. 6,000 Cr

GDV

~2 Mn. Sq. Ft.

Saleable Area

Society Redevelopment Projects

Region	GDV (Rs. Cr)
Santacruz (W)	~1,930
Andheri (W) – Lokhandwala	~1,420
Oshiwara	~800
Versova	~750
Ghatkopar (E)	~600
Vashi	~500



Financial Highlights



Financial Highlights – Q1 FY27

Particulars	Q1 FY27	Q1 FY26
Total Income* (Rs. Cr)	937	97
Adj. EBITDA** (Rs. Cr)	206	(11)
Adj. EBITDA (%)	22.0%	(11.6%)
PAT (Post MI) (Rs. Cr)	146	(17)
PAT (Post MI) (%)	15.6%	(17.6%)
Networth (Rs. Cr)	1,353	1,231
Gross Debt (Rs. Cr)	1,014	1,058
Less: OCD/Zero Coupon NCDs (Rs. Cr)	471	549
Less: Cash & Cash Equivalents & Current Investments (Rs. Cr)	960	829
Net Debt (Rs. Cr)	(417)	(320)

- **Total Income:** Record total income of Rs.937 crore, driven by the completion of ~1.27 Mn. Sq. Ft. across projects in Pune and Mumbai
- **Profitability:** EBITDA margin of 22% driven by,
 - **Disciplined execution**, timely completions and strong revenue recognition
 - **Higher contribution** from higher-margin Life Republic projects
- **Debt:**
 - Strong collections, disciplined financial management, and conservative leverage resulted in **Net cash position of Rs.417 crore**
 - **'CRISIL AA-/Stable'** rating reaffirmed for long-term bank debt and NCDs

*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 – Q1 FY27 & FY26

Abridged Cash flows (Rs. Cr)	Q1 FY27 (Un-audited)	FY26 (Un-audited)
Opening Balance* - A	1,174	690
Operating Activities:		
Operating Cashflow – B	212	791
Collections	715	2,683
Construction Cost	(343)	(1,333)
Other Expenses	(79)	(309)
Direct & Indirect Taxes	(81)	(250)
Financing Activities:		
Financing Cashflow – C	(165)	214
Interest	(15)	(56)
OD/CC Movement	74	(9)
OCD/CCD/Zero Coupon NCD (Redemption)/Subscription	(215)	(82)
Dividend	(9)	(37)
Equity Subscription	-	397
Investing Activities:		
Investing Cashflow – D	(61)	(521)
TDR/Premium Costs/Approval Cost/New Business Development	(24)	(264)
JV Partner/Land Cost/PE Payout	(37)	(257)
Closing Balance* (A+B+C+D)	1,160	1,174

**The inflows and outflows for associate companies are considered in the above cash flow. Accordingly, the closing balance includes ~Rs.89 Cr pertaining to associate companies which are not consolidated in the consolidated financial statements. Further, this also includes ~Rs. 30 Cr pertaining to Bank deposits having maturities of more than 12 months from the Balance Sheet date.*



Project Portfolio



Project Portfolio



Saleable Area (Mn. Sq. Ft.)

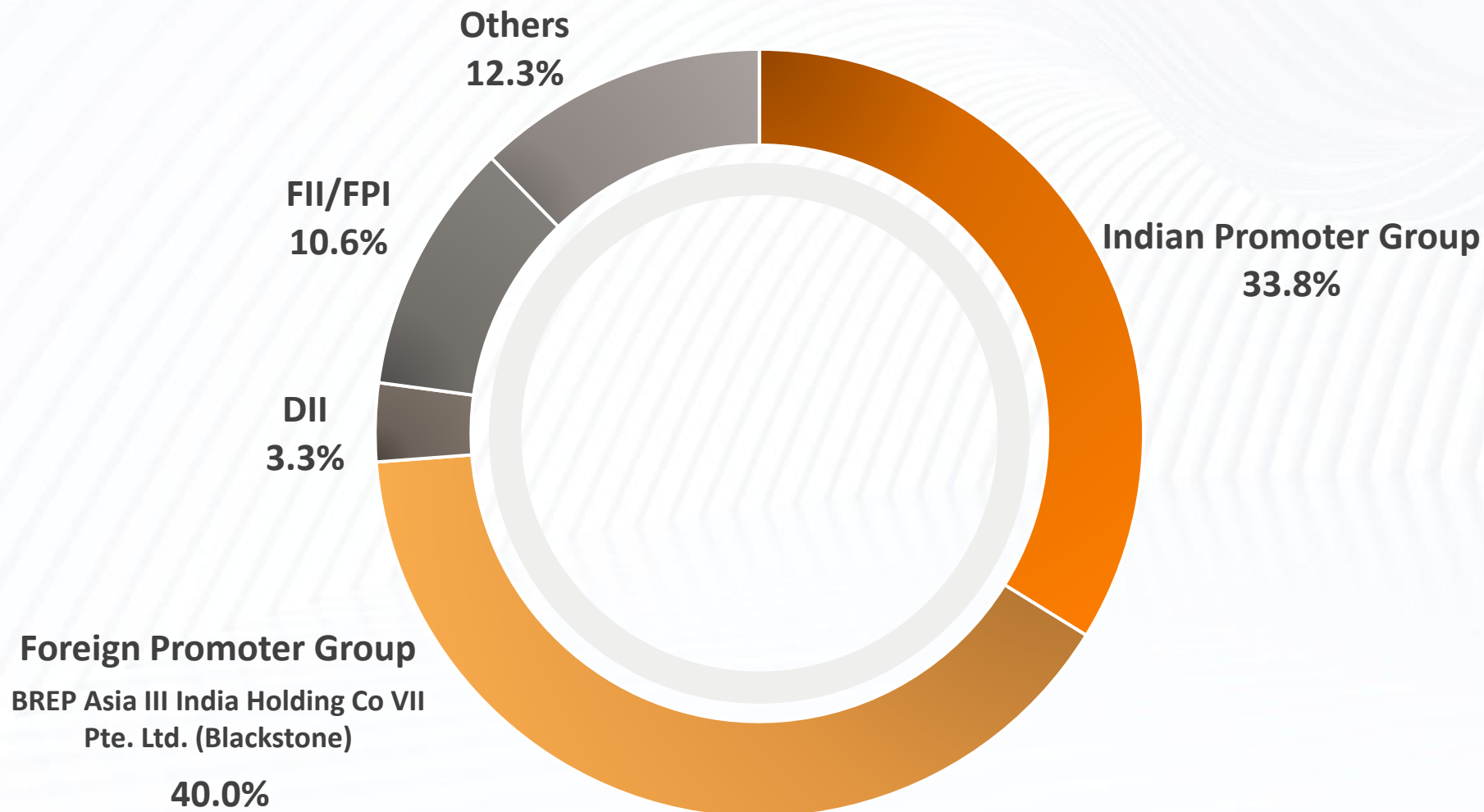
Region	GDV (Rs. Cr)	Ongoing & unsold	Under approval	Lank Bank	Total
Life Republic (Pune)	11,100	3.64	0.68	11.81	16.13
Pune (excluding LR)	14,200	1.67	5.21	11.29	18.17
Mumbai	8,900	0.23	0.61	2.65	3.49
Bengaluru	200	0.02	0.21	-	0.23
Total	34,400	5.56	6.71	25.75	38.02



Annexures



Shareholding Pattern – 30.06.2026



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

For more details visit: [Profile of Board of Directors](#)

Life Republic Township – Locational Advantages

Infrastructure & Connectivity

2.1 km from the Pune-Bengaluru 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 reduce by 30 mins after missing link completion

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 (one of Asia's biggest IT hub)

Within 12 Km Radius of the Balewadi-Baner IT Parks

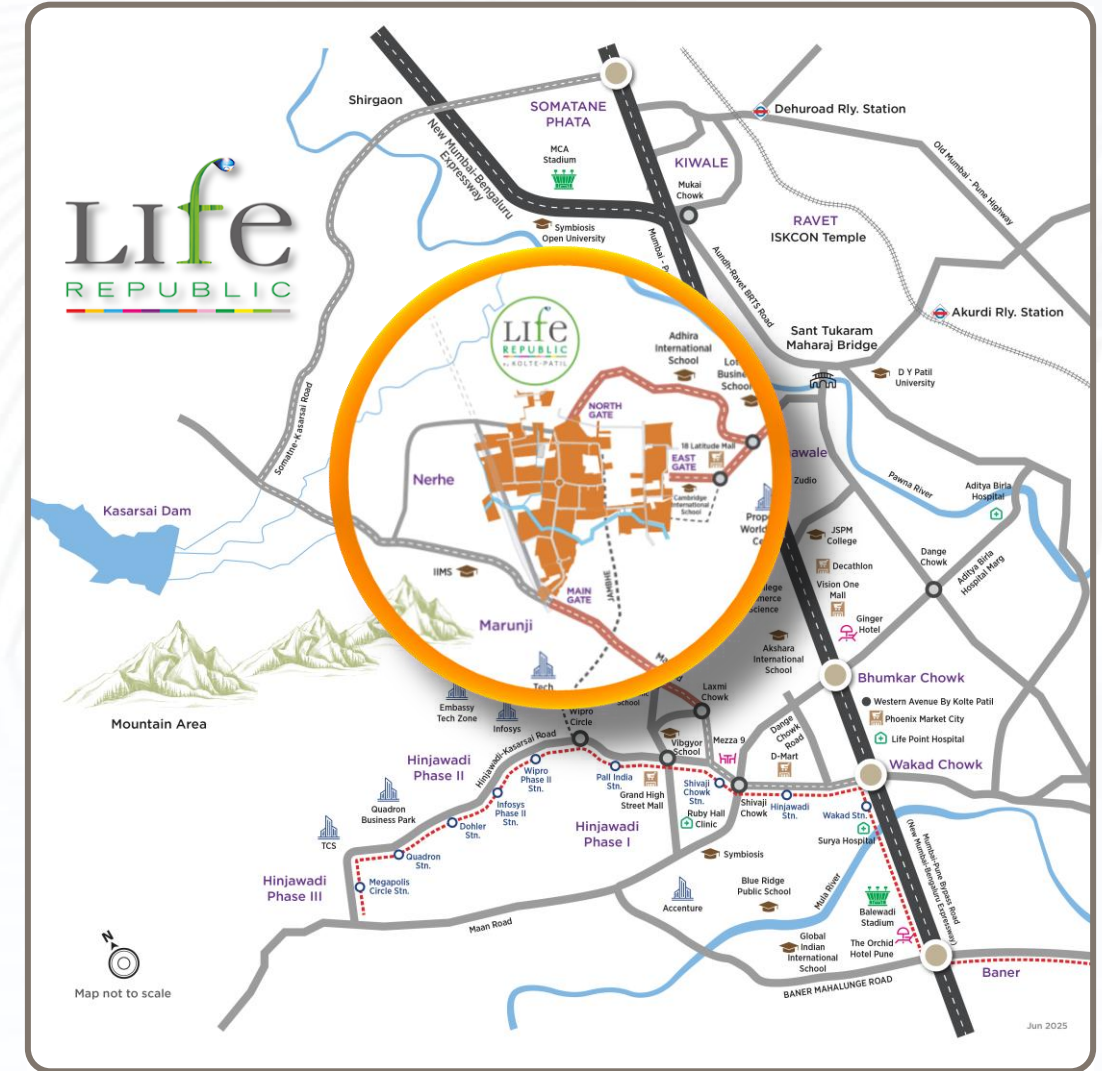
Lifestyle & Retail Amenities

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

Educational & Healthcare Facilities

0-10 km from the township – Crimson Anisha, Cambridge International School, Symbiosis, Indira Institute of management, DY Patil University, Poddar School, Shri Balaji University

5 –10 km from the township - Aditya Birla Hospital, Ruby Hall Clinic & top hospitals



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 >33 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 Metropolitan Region market in 2013, focusing on society redevelopment projects that have lower capital intensity. The Company has signed nineteen projects (six completed, four on-going, nine 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 2026 - Residential Project - Township (West: Ongoing) for Life Republic; Asia Pacific Property Awards – '25-'26 - Residential High Rise Architecture India for 24K Manor; ET Real Estate Awards '25 - Integrated Marketing Campaign (360 Degree) for Canvas at Life Republic; Golden Bricks Awards Dubai 2025 - Marketing Campaign of the Year for Qrious at Life Republic.

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

Contact Us:

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VP – Investor Relations

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Thank You

