

Kolte-Patil Developers Limited

Investor Presentation Q2 & H1 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









Canvas, LR, Pune – Artist's impression

Kolte-Patil: At a Glance

‘Redefining Living’ Across Geographies and Customer Segments

Legacy

35
Years

Pursuing Excellence Since 1991

Projects Developed

82

Residential Complexes, IT Park, Integrated Township, Commercial Complexes

Area Delivered

>34
Mn. Sq. Ft.

Proven Development Track Record

Projects Portfolio

>35
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

KOLTE • PATIL
Creation, not Construction

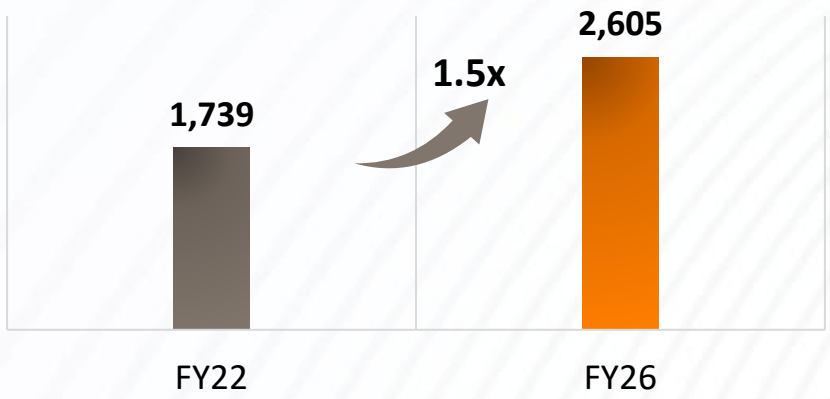
TOWNSHIP

Life Republic By KOLTE-PATIL

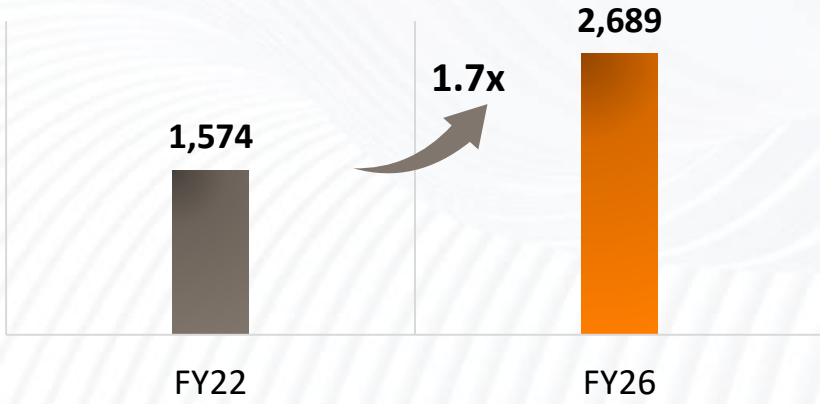
Note: The number of projects developed reflects a revised counting methodology, with individual projects within Life Republic, previously counted as a single township, now counted separately; Area Delivered & Projects Portfolio represent saleable area

Consistent Execution Driving Sustainable Growth

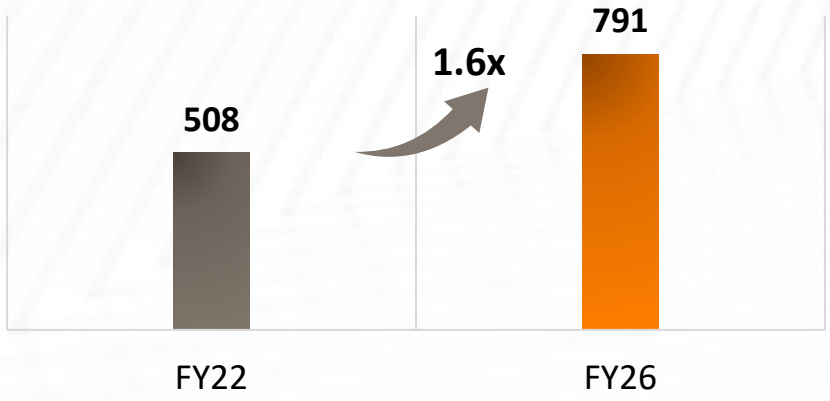
Pre-Sales Value (Rs. Cr)



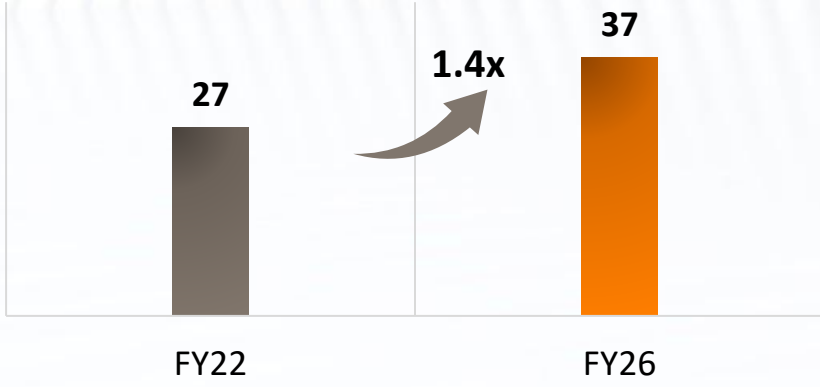
Collections (Rs. Cr)



Operating Cash-Flow (Rs. Cr)



Projects Portfolio (Mn. Sq. Ft.)



Note: Projects Portfolio represents saleable area

Life Republic Township

Near Hinjewadi — Location - Pune

400+ Acre — Land Parcel

>15 Mn. Sq. Ft. — Total Area Sold

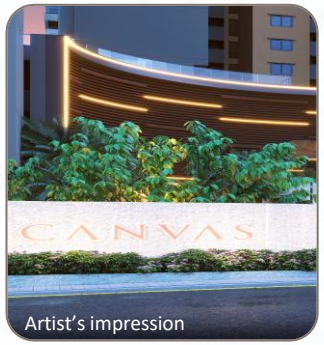
16 Mn. Sq. Ft. — Balance Development Potential

26% — Pre-Sales CAGR FY23-FY26















20+ thoughtfully curated township-level amenities spanning sports, fitness, wellness and recreation, including an urban park, jogging tracks, outdoor gyms and yoga pavilions.

A self-sustained lifestyle destination anchored by education, retail, restaurants, healthcare and community spaces.

Bioclimatic township designed for sustainable living, integrating 40% green cover, terrain-sensitive planning and a comprehensive suite of environmental initiatives, including water and waste management, waste-to-energy solutions and EV infrastructure.

Note: Total Area Sold & Balance Development Potential represent saleable area

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)	**>35 Mn. Sq. Ft. Projects Portfolio**
Execution Excellence	Construction excellence backed by over three decades of experience	Technology-enabled project execution	Thoughtfully designed developments with timely delivery	**>34 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' Long-Term Bank Facilities & NCDs**

Note: Area Delivered & Projects Portfolio represent saleable area

Kolte-Patil: The Next Phase of Growth

Redefining KPDL's identity and customer proposition as we build a larger, differentiated and institutionally led real estate platform

Institutional Platform
Leverage enhanced access to capital, global expertise and institutional governance to support scalable growth.

Brand Evolution & Customer Experience
Strengthen KPDL's brand relevance and distinctiveness by aligning with evolving homebuyer aspirations and elevating the end-to-end residential experience.

Organizational Excellence
Drive excellence through a future ready talent pool and a culture that continues to inspire inclusive growth, innovation, accountability, and collaboration.

Disciplined Business Development
Pursue value-accretive business development opportunities through disciplined capital allocation and a focus on scale and profitability.

Portfolio Premiumization
Expand the portfolio with premium, luxury and marquee developments to strengthen product positioning and realization mix.

Strategic Geographic Expansion
Deepen our presence in Pune, Mumbai and Bengaluru through focused expansion in high-potential micro-markets.

Leveraging Digital Technologies
Integrate digital technologies across business functions to strengthen decision-making, enhance customer engagement and improve operational efficiency.

Industry Leadership
Lead industry transformation by setting new benchmarks in quality, governance, sustainability, and customer centricity.

Sustainability & ESG
Embed responsible development practices and ESG principles across the project lifecycle.

Shareholder Value Creation
Build a stronger, more resilient business that creates enduring value for our shareholders.

Operational Highlights









Vyana at The Reserve, Pune - Artist's impression

Operational Highlights Q2 & H1 FY27 - New Milestones Achieved

Summary of Operational Performance:

Particulars	Q2FY27	Q2FY26	YoY	H1FY27	H1FY26	YoY
Pre-Sales Value (Rs. Cr)	1,019	670	52%	1,636	1,286	27%
Pre-Sales Volume (Mn. Sq. Ft.)	1.30	0.86	52%	1.95	1.70	15%
Average Realization (Rs./Sq. Ft.)	7,829	7,823	-	8,368	7,582	10%
Collections (Rs. Cr)	795	596	33%	1,509	1,146	32%
Operating Cash-flow (Rs. Cr)	225	191	18%	437	355	23%
Projects Launched (Mn. Sq. Ft.)*	1.01	-	-	1.80	1.52	18%

Launch – New Projects:

Q1 FY27 - The Winds, Bhugaon, Pune - Saleable area launched – 0.47 Mn. Sq. Ft. (GDV – Rs. 330 Cr)

Q2 FY27 - Vyana at The Reserve, Vadgaon, Pune - Saleable area launched – 1.01 Mn. Sq. Ft. (GDV – Rs. 752 Cr) Link

Launch - New Phase of Ongoing Project:

Q1 FY27 - Little Earth, Kiwale, Pune - Saleable area launched – 0.31 Mn. Sq. Ft. (GDV – Rs. 214 Cr)

Note: Pre-Sales Volume represents saleable area

Record Quarterly and Half-Yearly Pre-Sales Value

- KPDL recorded its highest-ever quarterly and half-yearly pre-sales value of Rs. 1,019 Cr and Rs. 1,636 Cr, up 52% and 27% YoY, respectively.

Record Quarterly Pre-Sales Volume

- The Company achieved its highest-ever quarterly pre-sales volume of 1.3 Mn. Sq. Ft., up 52% and H1 FY27 volume of 1.95 Mn. Sq. Ft., up 15% YoY.

Strongest-Ever Launch performance

- Achieved landmark launch sales of Rs. 616 Cr at 'Vyana at The Reserve', Pune.
- 'Vyana' marks the first phase of 'The Reserve', a 5 Mn. Sq. Ft. development with an estimated GDV of Rs. 4,000 Cr, offering a significant multi-phase growth runway.
- Strong customer traction validates the Company's brand strength and product strategy.

Robust Half-Yearly Collections

- Collections grew 33% YoY to Rs. 795 Cr in Q2 FY27 and 32% YoY to Rs. 1,509 Cr in H1 FY27, reflecting sustained momentum across the portfolio.

Improved Average Realization

- H1 FY27 average realization rose 10% YoY to Rs. 8,368 per Sq. Ft., driven by strategic price revisions and a higher contribution from Mumbai projects compared to the previous year.

Business Development: Landmark MMR expansion

- The Company added six redevelopment projects in MMR, with an estimated combined GDV of Rs. 6,000 Cr, marking its largest annual business development addition in the region to date.

Pre-Sales & Collections Summary – Q2 FY27

Region	Pre-Sales Volume (Mn. Sq. Ft.)	Pre-Sales Value (Rs. Cr)	Average Realization (Rs./Sq. Ft.)	Collections (Rs. Cr)
Life Republic (LR), Pune	0.23	171	7,530	312
Pune (excluding LR)	1.04	801	7,629	404
MMR	0.03	48	18,848	68
Bengaluru	(0.00)	(1)	6,962	11
Total	**1.30**	**1,019**	**7,829**	**795**

Note: Pre-Sales Volume represents saleable area

Pre-Sales & Collections Summary – H1 FY27

Region	Pre-Sales Volume (Mn. Sq. Ft.)	Pre-Sales Value (Rs. Cr)	Average Realization (Rs./Sq. Ft.)	Collections (Rs. Cr)
Life Republic (LR), Pune	0.52	383	7,390	606
Pune (excluding LR)	1.31	1,022	7,769	721
MMR	0.12	230	19,066	159
Bengaluru	0.00	1	16,311	23
Total	**1.95**	**1,636**	**8,368**	**1,509**

Note: Pre-Sales Volume represents saleable area

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

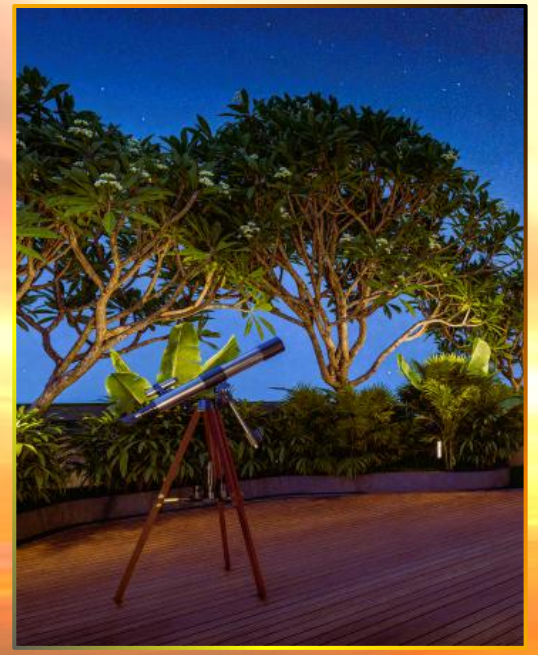
Region	GDV (Rs. Cr)
Santacruz (W)	~1,930
Andheri (W) – Lokhandwala	~1,420
Oshiwara	~800
Versova	~750
Ghatkopar (E)	~600
Vashi	~500

Note: Saleable area based on current FSI norms and subject to change; GDV based on current estimates; MMR-Mumbai Metropolitan Region

Financial Highlights









Duet, LR Pune – Artist' impression

Financial Highlights – H1 & Q2 FY27

Particulars	H1 FY27	H1 FY26	Q2 FY27	Q2 FY26
Total Income* (Rs. Cr)	**1,288**	**259**	**352**	**162**
Adj. EBITDA (Rs. Cr)**	**223**	**(18)**	**17**	**(7)**
Adj. EBITDA (%)	**17.3%**	**(6.9%)**	**4.9%**	**(4.0%)**
PAT (Post MI) (Rs. Cr)	**152**	**(27)**	**5**	**(10)**
PAT (Post MI) (%)	**11.8%**	**(10.6%)**	**1.5%**	**(6.4%)**
Networth (Rs. Cr)	**1,359**	**1,222**		
Gross Debt (Rs. Cr)	909	1,022		
Less: Zero Coupon NCDs (Rs. Cr)	432	521		
Less: Cash & Cash Equivalents & Current Investments (Rs. Cr)	943	863		
Net Debt (Rs. Cr)	**(466)**	**(362)**		

- **Total Income:** Highest-ever half-yearly total income of Rs. 1,288 Cr, driven by revenue recognition from ~1.63 Mn. Sq. Ft. of project completions across Pune and Mumbai.
- **Strong H1 FY27 profitability, with EBITDA margin of 17%, driven by:**
  - **Strong revenue recognition** on completion of projects, in line with the CCM.
  - **Favourable project mix**, with higher contribution from higher-margin Life Republic developments.
- **Debt:**
  - **Net debt position of Rs. (466) Cr**, reflecting robust collections and disciplined capital management.
  - **'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 + Deprecation + Goodwill*
Note: Projects completion represents saleable area

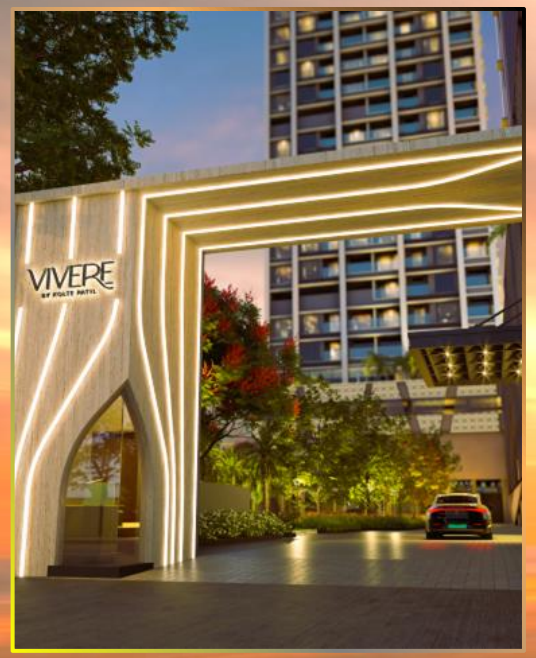
Abridged Cash Flows – H1 & Q2 FY27

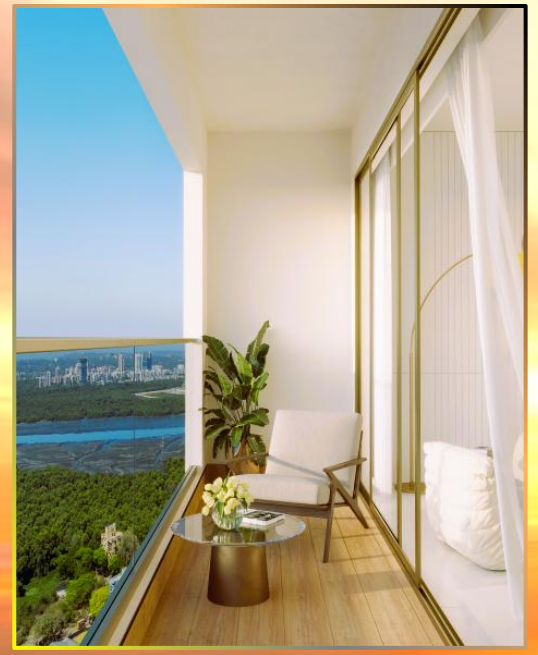
Abridged Cash flows (Rs. Cr)	H1 FY27 (Un-audited)	Q2 FY27 (Un-audited)
Opening Balance* - A	**1,174**	**1,160**
Operating Activities:		
Operating Cashflow – B	**437**	**225**
Collections	1,509	795
Construction Cost	(783)	(440)
Other Expenses	(126)	(48)
Direct & Indirect Taxes	(163)	(82)
Financing Activities:		
Financing Cashflow – C	**(322)**	**(157)**
Interest	(28)	(13)
OD/CC Movement	7	(67)
Zero Coupon NCD (Redemption)/Subscription	(267)	(52)
Dividend	(9)	-
Equity Subscription	(25)	(25)
Investing Activities:		
Investing Cashflow – D	**(118)**	**(57)**
TDR/Premium Costs/Approval Cost/New Business Development	(45)	(22)
JV Partner/Land Cost/PE Payout	(73)	(35)
Closing Balance* (A+B+C+D)	**1,171**	**1,171**

**The inflows and outflows for associate companies are considered in the above cash flow. Accordingly, the closing balance includes ~Rs.78 Cr pertaining to associate companies which are not consolidated in the consolidated financial statements. Further, this also includes ~Rs. 45 Cr pertaining to Bank deposits having maturities of more than 12 months from the Balance Sheet date.*

Project Portfolio









Vivere, Mumbai – Artist's impression

Projects Portfolio – 30.09.2026



Region	GDV (Rs. Cr)	Saleable Area (Mn. Sq. Ft.)			
		Ongoing & unsold	Under approval	Lank Bank	Total
Life Republic (Pune)	11,000	3.41	0.68	11.81	**15.90**
Pune (excluding LR)	13,500	1.65	4.17	10.52	**16.34**
Mumbai	7,400	0.21	0.61	2.07	**2.89**
Bengaluru	200	0.02	0.21	-	**0.23**
Total	**32,100**	**5.29**	**5.67**	**24.40**	**35.36**

Note: Saleable area based on current FSI norms and subject to change; GDV is based on current estimates

Annexures



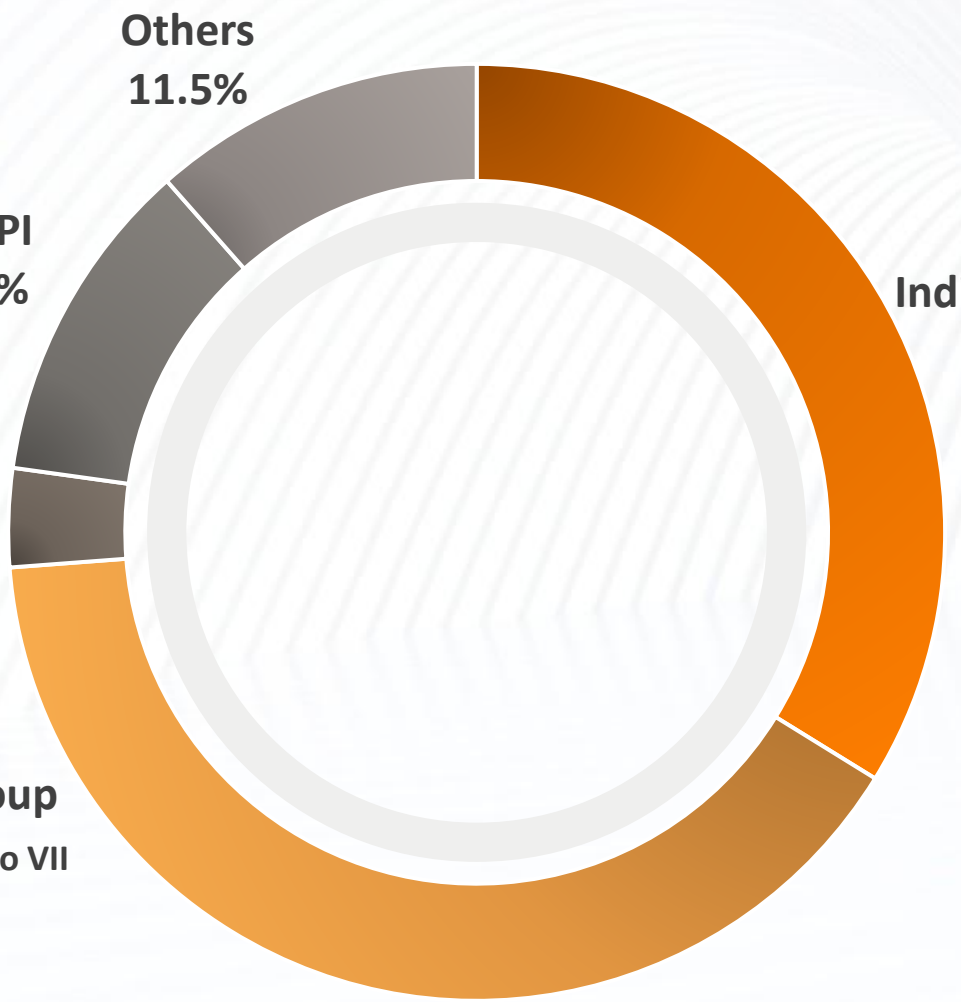






Serenova, Mumbai – Artist's impression

Shareholding Pattern – 30.09.2026



Board of Directors

Strong governance anchored in independent oversight and experienced leadership



Mr. Girish Vanvari

Chairman of the Board
Non-Executive - Independent Director



Mr. Rajesh Patil

Managing Director



Mr. Asheesh Mohta

Non-Executive –
Non-Independent 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

Leadership Team

A strengthened leadership team driving operational excellence, strategic priorities and the next phase of growth



Mr. Hrishikesh Parandekar

Chief Executive Officer



Mr. Ravi Porwal

Chief Financial Officer



Mr. Anil Dwivedi

Chief Development Officer



Mr. Vishal Mariya

Chief Human Resources Officer



Mr. Yashodhan Tere

Head Design



Mr. Ankit Kothari

Interim National Sales Head



Mr. Pranav Mehta

Pune Business



Mr. Mahendra Chauhan

Mumbai Business



Mr. Supreet Chowdhary

Bengaluru Business

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

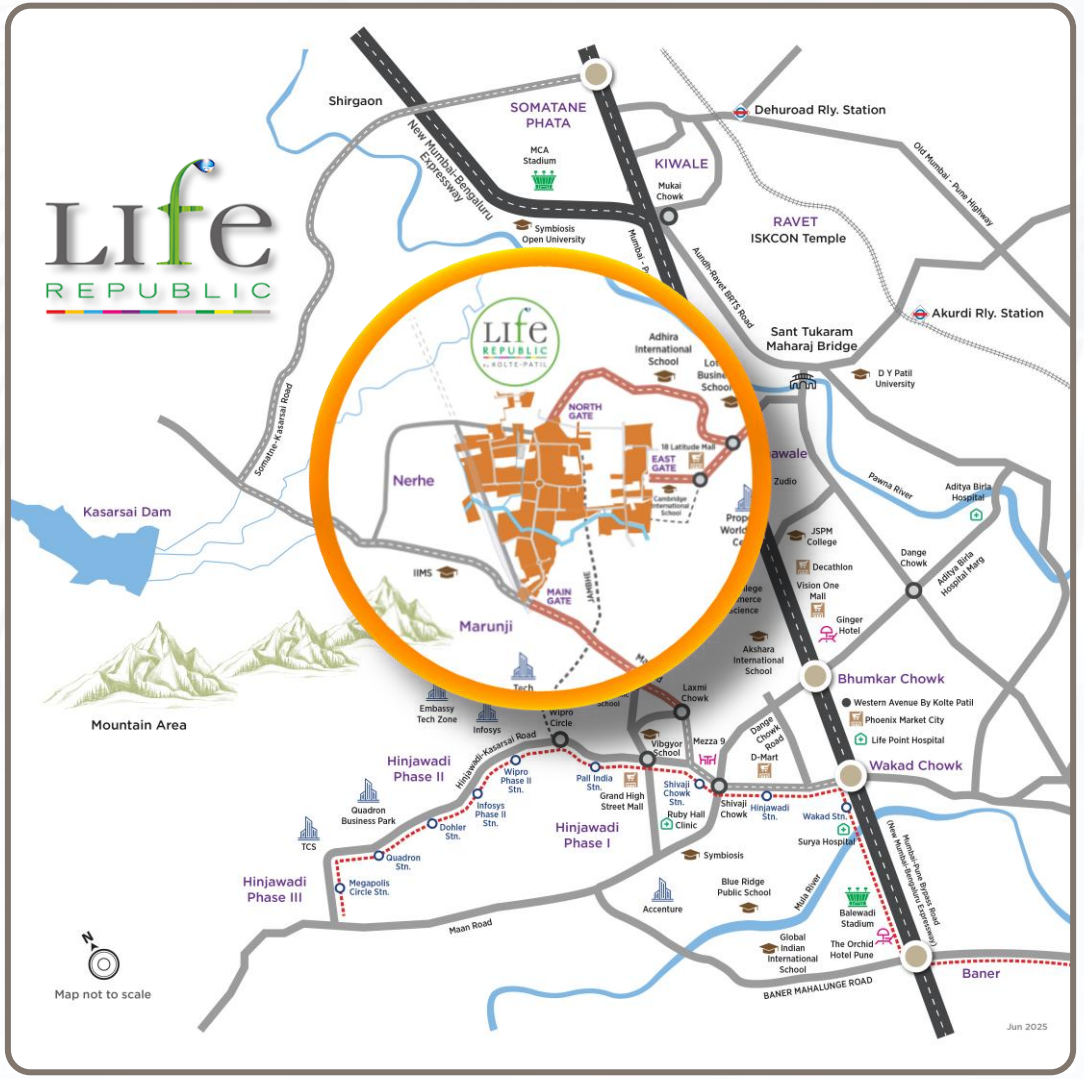
- 4.5 km from the Hinjewadi Rajiv Gandhi Infotech Park (one of Asia's biggest IT hub)
- Within 12 Km Radius of the Balewadi-Baner IT Parks

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 82 projects, including residential complexes, integrated townships, commercial complexes, and IT Parks covering a saleable area of >34 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 seventeen projects (seven completed, three 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+' by CRISIL and non-convertible debentures as 'AA-/Stable' by CRISIL & CARE. 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 Realty ICONS Awards 2026 - Developer of the Year 2026; Times Realty ICONS Awards 2026 - Marketing Campaign of the Year 2026 for 'Vyana at The Reserve'; Times Realty ICONS Awards 2026 - Residential Project of the Year for 'Vyana at The Reserve'; 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

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