

Kolte-Patil Developers Limited – Q2 & H1 FY27 Financial Results

Highest-ever Half-Yearly Total Income: Rs. 1,288 crore in H1 FY27

Healthy EBITDA Margins in H1 FY27: 17%

Highest-ever Quarterly Pre-sales: Rs. 1,019 crore in Q2 FY27, up 52% YoY

Highest-ever Half-Yearly Pre-sales: Rs. 1,636 crore in H1 FY27, up 27% YoY

Strongest-ever Launch Performance: 'Vyana at The Reserve', Pune, with Pre-sales of Rs. 616 crore

Robust Collections: Rs. 1,509 crore, up 32% YoY

Landmark Mumbai Expansion: Signed Six Projects Totalling Rs. 6,000 crore in GDV

Pune, November 03, 2026: Kolte-Patil Developers Limited (*BSE: 532924, NSE: KOLTEPATIL; KPDL)*, one of India's leading real estate developers with a strong foothold across Mumbai, Pune and Bengaluru, today announced its un-audited results for the quarter and half year ended September 30, 2026.

Financial & Operational Highlights:

- **Record Total Income:**
  - The Company reported total income of Rs. 352 crore in Q2 FY27, taking H1 FY27 total income to a record Rs. 1,288 crore, driven by revenue recognition from the completion of ~1.63 Mn. Sq. Ft. across projects in Pune and Mumbai.
- **Healthy EBITDA Performance:**
  - Reported H1 FY27 EBITDA of Rs. 223 crore and a margin of 17% supported by strong revenue recognition and favourable project mix with greater contribution from higher-margin Life Republic developments.
- **Highest-ever Quarterly and Half-Yearly Pre-sales:**
  - The Company recorded its highest-ever quarterly and half-yearly pre-sales of Rs. 1,019 crore and Rs. 1,636 crore, up 52% and 27% YoY, respectively.
- **Robust Collections:**
  - Collections grew 33% YoY to Rs. 795 crore in Q2 FY27 and 32% YoY to Rs. 1,509 crore in H1 FY27, reflecting sustained momentum across the portfolio.

- **Strongest-ever Launch Performance:**
    - During Q2 FY27, the Company launched ~1 Mn. Sq. Ft. at 'Vyana at The Reserve', in Vadgaon Pune, generating Rs. 616 crore in pre-sales — its strongest-ever launch performance, reflecting strong customer response to KPDL's product proposition.
- **Improved Average Realization**
    - H1 FY27 average realization rose 10% YoY to Rs. 8,368 per sq. ft., driven by strategic price revisions across projects and a higher contribution from Mumbai projects compared to the previous year.
- **Business Development: Landmark Mumbai Expansion**
    - The Company added six redevelopment projects in MMR, with an estimated combined GDV of Rs. 6,000 crore, marking its largest annual business development in the region to date.

Commenting on the performance, Mr. Hrishikesh Parandekar, Chief Executive Officer, Kolte-Patil Developers Limited, said:

"H1 FY27 has been a landmark period for KPDL, marked by record business performance and significant portfolio expansion. We achieved record quarterly and half-yearly pre-sales, growing 52% and 27% year-on-year, respectively, alongside our highest-ever half-yearly total income, reflecting sustained execution across our development portfolio. 'Vyana at The Reserve' in Pune delivered the strongest-ever launch performance in the Company's history, underscoring the appeal of our product proposition, brand resonance and robust market demand. We also added six redevelopment projects to our Mumbai portfolio, with a combined GDV of Rs. 6,000 crore, representing our largest-ever annual business development addition in the MMR market.

These milestones reflect the scale of our business and the progress in translating our development capabilities into consistent business and financial outcomes. With a robust launch pipeline, good visibility on project completions and sustained sales traction, we are well positioned to build on our H1 performance and deliver a strong finish to FY27 across operational and financial parameters.

Over the past few quarters, we have taken deliberate steps to shape KPDL's next phase of growth. This goes beyond expanding our business to encompass building a future-ready organisation, sharpening our market positioning and redefining our brand and customer proposition. To support this transition, we have augmented our management team and are investing in organisational capabilities, with greater emphasis on accountability, collaboration and execution excellence.

This strategic direction also informs how we approach growth across our three operating geographies, each offering distinct opportunities. In Pune, we will leverage our established leadership position to deepen our presence in key micro-markets and respond to evolving customer preferences. Mumbai remains a strategic priority, with significant potential to scale through multiple development models, particularly in high-demand, premium micro-markets. In Bengaluru, we will remain selective, pursuing opportunities aligned with our market positioning and return expectations. Across markets, we will focus on optimising our product mix, with greater emphasis on marquee developments that enhance portfolio value and reinforce our market positioning.

Going forward, our focus will remain on disciplined execution, prudent capital allocation and sustainable returns. With robust governance and sustainability embedded in our approach, we remain committed to delivering enduring value for all stakeholders."

About Kolte-Patil Developers Limited:

Kolte-Patil Developers Ltd. (BSE: 532924, NSE: KOLTEPATIL; KPDL), incorporated in 1991, is one of India's leading real estate developers, with a strong foothold across Mumbai, Pune 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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