Blackstone Connect, 24 November 2026

Kolte-Patil Developers

A proven platform poised for its next chapter of scale



Perspective

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.

Structural Tailwinds underpin Long-term Housing Demand



663 Mn

Urban population

2034E, up from 532 Mn in 2024



40%

Population aged 30-59

2030E, up from 31% in 2001



12%

Mortgage-to-GDP

vs. 64% in the UK, 76% in the US

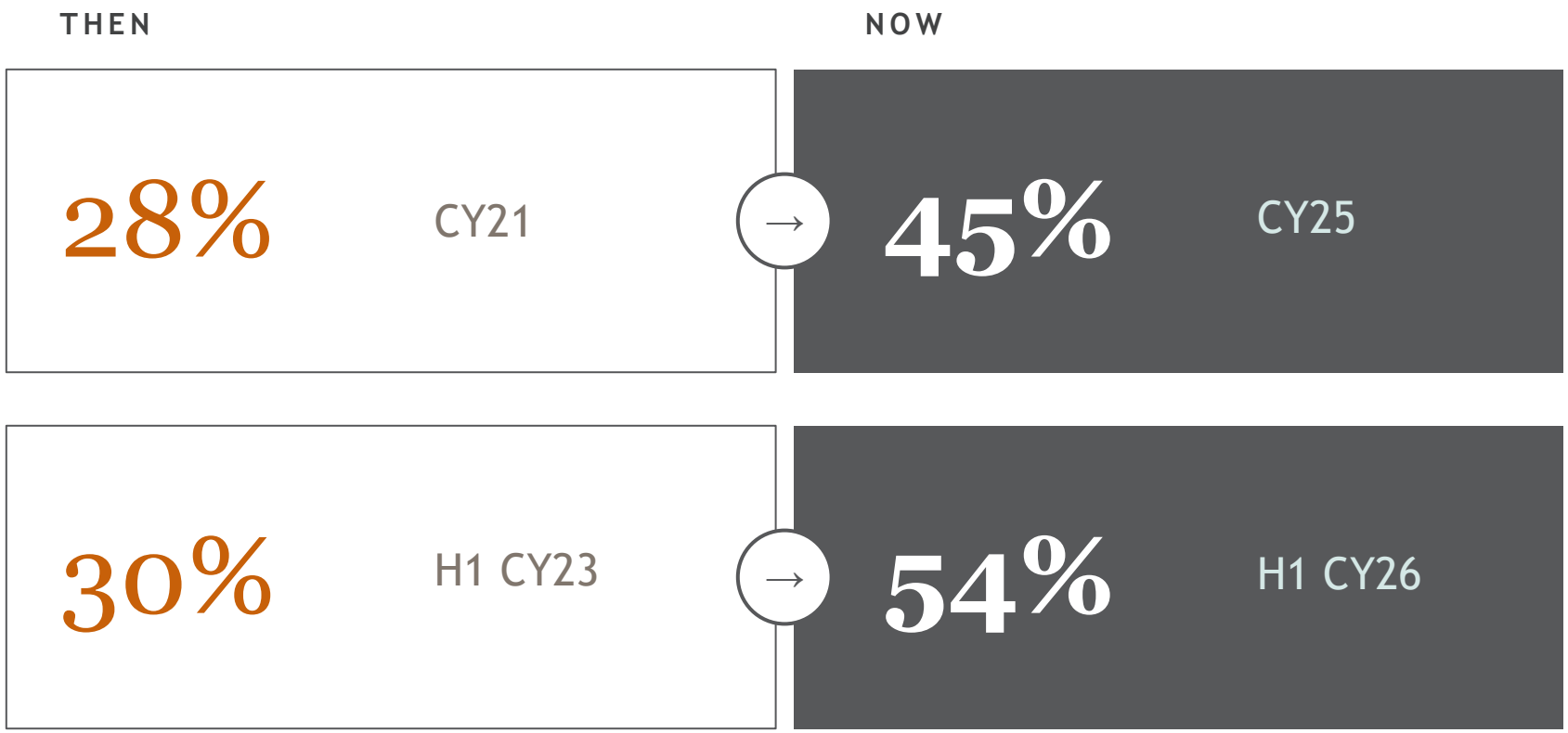


4.4%

Effective capex, % of GDP

FY27BE, up from 2.7% in FY18

The Market is Consolidating and Shifting to Quality



Where Are We Today

35 Years of Building Homes across 3 Cities

31K+

Dreams turned into homes

34 msf delivered | 35 msf future pipeline



82	Projects delivered till date
Rs 32,100 Cr	Future projects' potential
Rs 466 Cr	Net cash position

Deep Pune roots, now scaling across high-growth urban centers

Combining Local Experience with Global Expertise

Strong Foundations



Legacy
Proven track record



Execution Capabilities
Proven project delivery



Strong Customer Loyalty
Market leadership in Pune



~~Pune~~ Tri-city Ecosystem
Landowner and local relationships



Blackstone Multiplier



Deep Capital
Capacity to scale faster



Real Estate Expertise
Perspective across Indian markets



Acquisition Capabilities
Identify, evaluate, execute



Institutionalised Platform
Governance, talent, discipline

Early Wins

Building a Strong Foundation for Future Growth

People

Institutionalised Leadership

- Board reconstituted
- Strengthened executive team

Platform

Expansion & Capital Discipline

- Scaled re-entry in Mumbai with ~Rs 6,000 Cr GDV across 6 projects
- Net cash position providing acquisition headroom

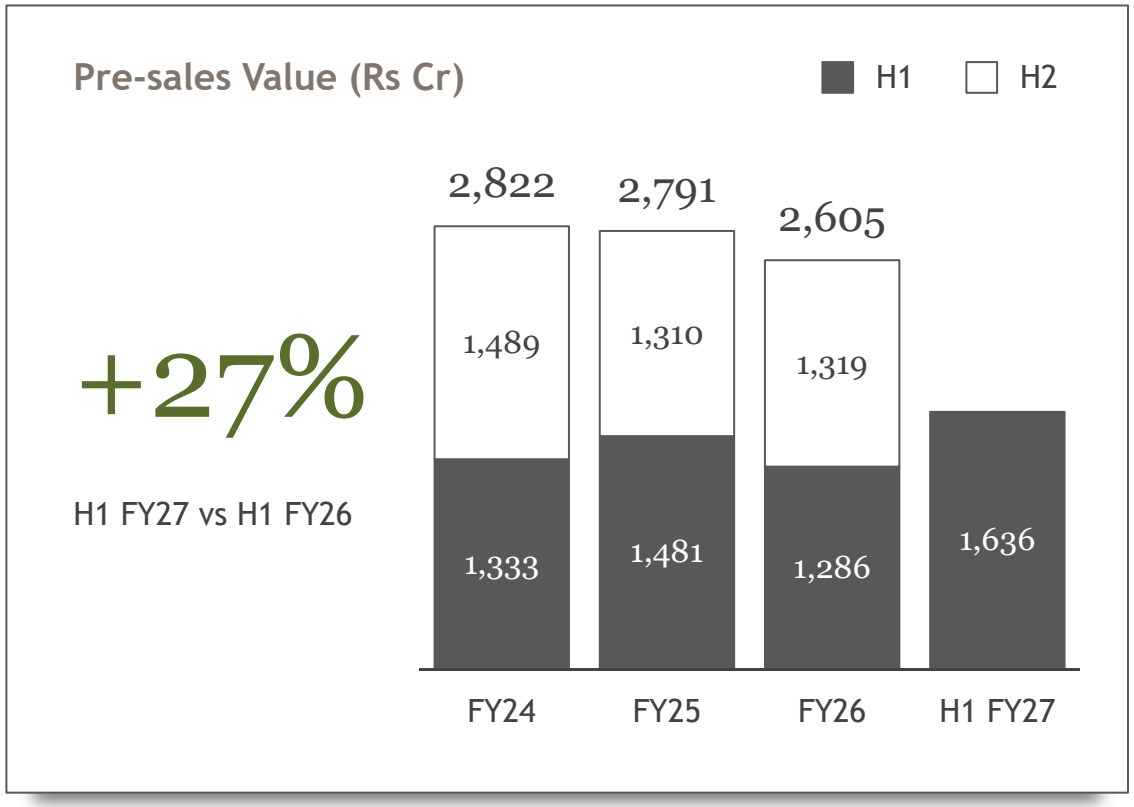
Product

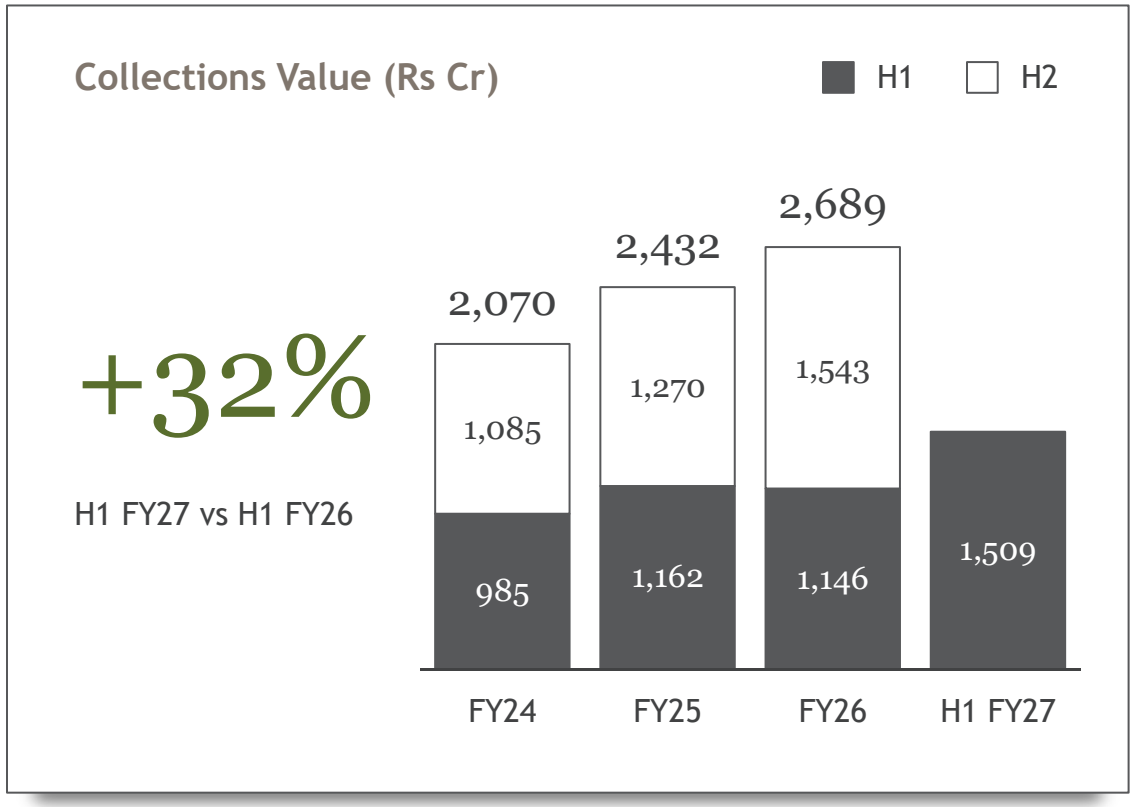
Premiumisation & Execution

- Unlocking value in premium legacy land parcels
- Movement towards premium and luxury in core markets

Strong early wins set the stage for growth

Record H1 FY27 Pre-Sales and Robust Collections





Execution excellence starting to bear fruit

Three Vectors of Growth

Strengthen

Core market

Pune

Foundation
Home market franchise

- Capitalise on legacy landbank
- Opportunistic acquisitions
- Launch premium/luxury projects

Scale

Build a larger presence



Mumbai, Bengaluru
(Expansion)

- Proven concept, poised for scale
- Mumbai – Re-development & portfolio expansion
- Bengaluru – Organic growth & strategic partnerships

Accelerate

Inorganic Growth



- Attractive returns (~25%+ pre-tax IRR & ~20%+ EBITDA margin)
- Expand into new markets through strategic partnerships with other developers

A multi-pronged approach to drive scale, diversification and long-term value creation

Near Term Strategic Priorities

Immediate Execution Priorities to Achieve Sustainable Scale

Organisation & Operating Model

- Team strength & Organisational agility
- Operational excellence & execution rigour

Brand & Product Positioning

- Refresh brand identity & proposition
- Elevate product mix & premium positioning

Focused Market Strategy

- Strengthen presence in Pune, Mumbai, Bengaluru
- Tailor strategies to local opportunities

Strategic 3-Year Roadmap

- Institutionalise disciplined growth
- Prioritise capital-efficient growth

Key Takeaways

Why Kolte-Patil is Positioned for Growth

01	Structural Market Tailwinds	Demand shifting to quality product and organised players
02	Healthy Balance Sheet	Net cash position proving ample headroom for growth
03	Blackstone Edge	Access to capital paired with revamped executive team and governance
04	Consumer Focused Mindset	Renewed focus on product excellence and superior customer experience



Vision

Aim to be top tier capital allocator in the industry through relentless focus on capital efficiency

Notes and Sources

Notes

All area figures represent saleable area.
Future saleable area based on current FSI norms and subject to change.
Future GDVs are based on current estimates.

Cover Photograph

24K Manor, Pune - Artist perspective

Abbreviations

E = Estimate
BE = Budget Estimate
msf = Million Square Feet
Mn = Million
GDV = Gross Development Value
Cr = Crore

Sources

Page 2 | Market Opportunity
Niti Aayog, 2024; Crisil MIA, July 2024; GOI Budget at a Glance, February 2026; Crisil MIA, March 2026

Page 3 | What Is Changing
Knight Frank Report H1 2023 & H1 2026; Anarock Report, January 2026

Page 4 | Where Are We Today
Company Data, Investor Presentation Q2 FY27

Page 6 | Early Wins
BSE Notification, August 2026

Page 7 | Performance Overview
Company Data, Investor Presentations Q2-FY24, FY25, FY26 & FY27; Investor Presentations-FY24, FY25, FY26

Page 8 | Growth Strategy
Guardrails as determined by management