



To,
The Assistant Manager,
National Stock Exchange of India Limited
Listing Department,
'Exchange Plaza',
Bandra Kurla Complex, Bandra (East),
Mumbai – 400051

To,
The General Manager,
BSE Limited,
Corporate Relationship Department,
1st Floor, Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400001

Date: 10 November 2022

Sub: Q2 FY23 Financial Results Presentation of Kolte-Patil Developers Limited

**Ref: NSE Symbol and Series: KOLTEPATIL and EQ
BSE Code and Scrip Code: 9624 and 532924**

Dear Sir/Madam,

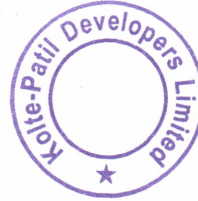
Please find enclosed herewith softcopy of “**Q2 FY23 Financial Results Presentation**” of the Company and the presentation also being posted on the company’s website: - www.koltepatil.com.

This is for your information and record.

Thanking you,

For Kolte-Patil Developers Limited

Vinod Patil
Company Secretary and Compliance Officer
Membership No. A13258



Encl: As above

KOLTE-PATIL DEVELOPERS LTD.

CIN : L45200PN1991PLC129428

Pune Regd Off : 2nd Floor, City Point, Dhole Patil Road, Pune - 411 001. Maharashtra, India Tel.: +91 20 6622 6500 Fax : +91 20 6622 6511
Bangalore Off : 121, The Estate Building, 10th floor, Dickenson Road, Bangalore - 560042 . India Tel.: 80 - 4662 4444 / 2224 3135 / 2224 2803 Web : www.koltepatil.com

VISIBILITY.

PREDICTABILITY.

SUSTAINABILITY.

Kolte-Patil Developers Limited

Q2 & H1 FY23 Results Presentation



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

Life Republic - Pune



Verve - Mumbai



Raaga - Bengaluru



Note: All financial numbers in the presentation are on Completion Contract Method (CCM)

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POWER OF DISCIPLINE – DELIVER MORE WITH LESS

Asset-light
growth



Sustained
market
leadership



Successive
years of
debt
reduction



ROCE ~13%
(4-year
average)



Among the
healthiest
sectorial
sales
throughputs



Consistently
positive
operating
cash flows



Sound
capital
allocation



Diversifying
geographical
presence



Stronger
sales
pipeline for
next round
of growth



Collections
trending
higher



Sales and
marketing
cost
efficiencies



Benchmark
credit-rating



KOLTE-PATIL DEVELOPERS: AT A GLANCE



LEADING

Residential real estate player in Pune

(Awarded as Most Reputed Brand in Pune)

3 DECADES

of presence being incorporated in 1991

~37 MSF

Project portfolio - under execution, approval, land bank and DMA

> 23 MSF

of area delivered across Pune, Bengaluru and Mumbai

~13%

Four year RoCE average – strong returns profile

A+/POSITIVE (ICRA) A+/STABLE (CRISIL)

Strong Credit rating – One of the highest in the industry

DIVERSIFYING PRESENCE

Mumbai and Bengaluru contribution was 27% in H1 FY23 (Sales Value)

SHAREHOLDING

Promoters: 74.45%
Institutions: 5.08%
Others: 20.47%

NSE/BSE LISTED

IPO in Dec 2007



Commenting on the performance for Q2 FY23 Mr. Rahul Talele, Group CEO, Kolte-Patil Developers Limited said:



It is encouraging to observe the revival in the housing market across key geographies and demand segments. Residential sector performance continues to witness ongoing improvement and despite the rise in mortgage rates, affordability of home ownership remains high.

During the first half of the financial year, we delivered strong 20% growth in sales booking value of Rs. 812 crore; underlying sales volumes expanded by 9%. Importantly, realizations continued to improve during H1 FY23, up 10% y-o-y, driven by contribution from across projects. Strong execution capabilities demonstrated by our teams across projects translated into firm collections that improved in H1 by 34% y-o-y to Rs. 878 crore; Q2 collections were higher by 8% y-o-y. Our business diversification strategy remains on-track with projects outside Pune contributing 27% of Sales Value during H1 FY23.

Prudent investment and strategic partnerships enable us to deliver on our growth plans. In a recent development, KPDL undertook strategic land monetization for a portion of its project 'Little Earth' Kiwale, for ~Rs. 78 crore. As a part of this deal, KPDL will jointly develop ~0.65 mn sq. ft with Planet Smart City; third project under the platform created to develop smart aspirational housing units.

In addition, to further our business development agenda, we have received an approval from the Board today for issuing redeemable Non-Convertible Debentures ("Debentures") on a private placement basis, aggregating upto Rs. 206.50 crore.

While we see accelerating momentum on key operating aspects of the business in the second half of the year, Q2 has been slower due to some shifts in scheduled launch timelines that are likely to be announced over the next few weeks and through the course of the rest of the current financial year. As indicated earlier, existing projects, our judicious business development initiatives and scheduled launches that have an aggregate topline potential of ~ Rs. 7,710 crore/development potential of ~11.25 mn. sq. ft. are on track.

KPDL continues to benefit from the buoyant housing demand especially in the post RERA-led consolidation world attracting a greater share of customer engagement. Strong brand recall, best-in-class living space and strong execution capabilities position us well in our ability to drive growth, deliver on targets and create long-term value.



OPERATIONAL HIGHLIGHTS – Q2 FY23



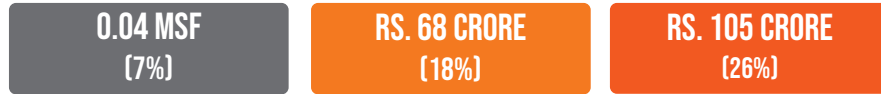
New area sales	Q2FY23	Q1FY23	Q2FY22	QoQ	YoY	H1FY23	H1FY22	YoY
Volume (million sq. ft.)	0.56	0.61	0.67	-9%	-17%	1.17	1.07	9%
Value (Rs. Crore)	367	445	429	-17%	-14%	812	678	20%
Realization (Rs./sq. ft.)	6,622	7,260	6,370	-9%	4%	6,960	6,312	10%
Collections (Rs. Crore)	404	474	374	-15%	8%	878	653	34%

- **Improvement of 20% in Sales Value during H1 FY23**
 - Strong improvement in H1 FY23 over H1 FY22, in terms of both volume and value
 - Sales Value of Rs.367 crore achieved during Q2 FY23 from ongoing projects
- **Reported Mumbai Sales Value of Rs. 184 crore in H1 FY23, contribution from Non-Pune projects of 27% of total sales value**
 - Strategic business diversification objectives being achieved across city/project contributions
- **Sales Volumes increased to 1.17 million sq. ft. during H1 FY23 as compared to 1.07 million sq. ft. in H1 FY22**
- **Marked improvement in Collections during H1 FY23 – Rs. 878 crore, compared to Rs. 653 crore during H1 FY22, up 34% YoY:**
 - Strong focus on sales, registrations, construction and CRM has enabled strong collections on an ongoing basis
- **Realizations continue to improve – up 10% YoY during H1 FY23, driven by improved realizations across project sales**
- **In August 2022, KPDL acquired Pune based Sampada Realities Private Limited with the residential development potential of ~2.5 mn sq. ft. at Kiwale in Pune, representing a revenue opportunity of ~Rs. 1,400 crore for the company**
- **As on September 30, 2022 Net Debt/Equity at 0.26**

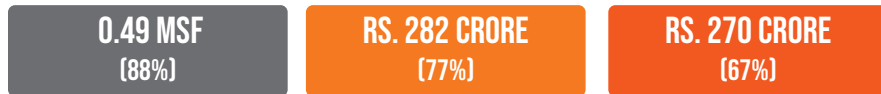
REGION-WISE SALES – Q2 FY23



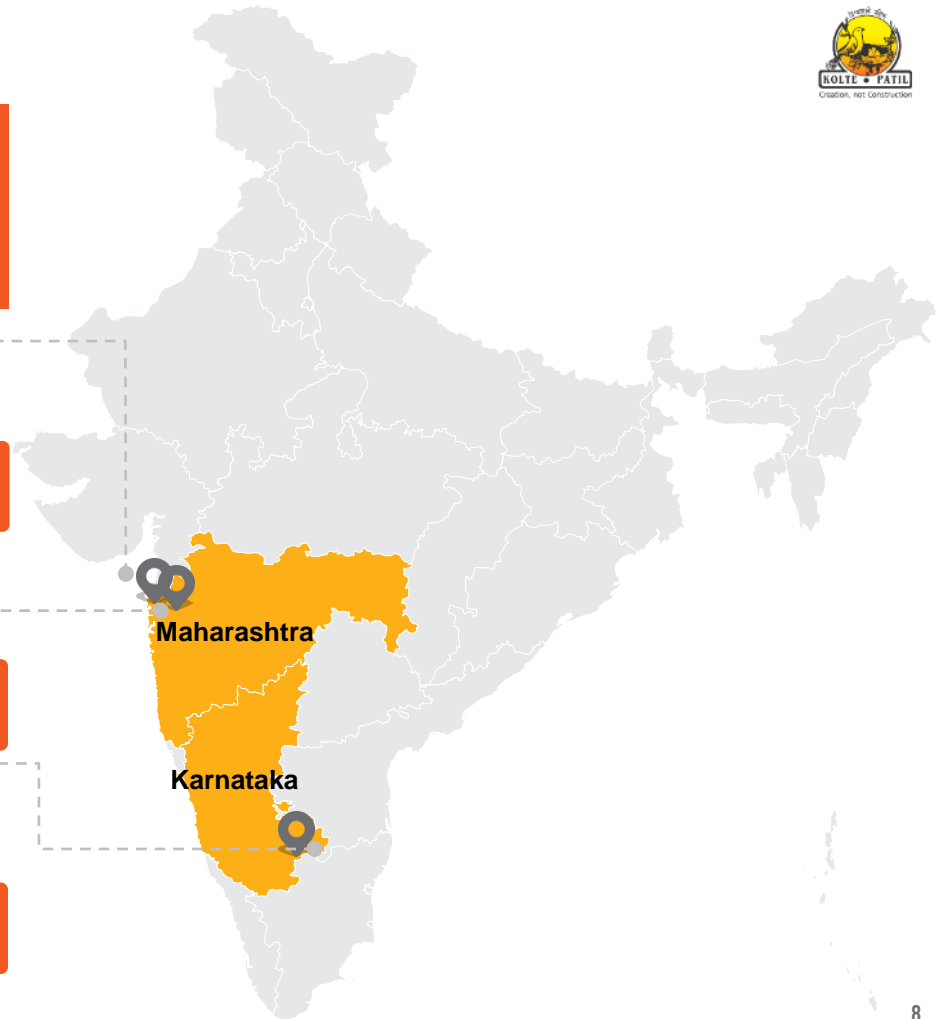
Total (Mumbai Projects)



Total (Pune Projects)



Total (Bengaluru Projects)



SALES & COLLECTIONS – ONGOING PROJECTS – Q2 FY23



Projects	Location	Area Sold (msf.)	Sales Value	APR	Collections
			(Rs. Crore.)	(Rs./sft.)	(Rs. Crore)
Life Republic	Hinjewadi	0.13	70	5,341	76
Universe(R10) ,LR	Hinjewadi	0.10	54	5,437	37
Giga Platinum	Viman nagar	0.02	21	8,825	22
Stargaze	Bavdhan	0.05	29	6,442	27
Three Jewels	Kondhwa	0.08	38	4,516	31
Ivy Estate	Wagholi	0.04	24	5,439	29
Centria	NIBM	0.00	2	5,280	13
Tuscan	Kharadi	-	-	-	2
Downtown	Kharadi	0.02	11	7,973	2
DMA	Wagholi/Baner	0.03	20	7,558	21
Crown	Moshi	-	-	-	2
Other Projects#		0.02	13	8,864	8
Total (Pune Projects)		0.49	282	5,803	270
Raaga	Hennur Road	0.01	3	5,629	11
Exente	Hosur Road	0.02	14	5,875	18
Total (Bengaluru Projects)		0.03	17	5,829	29
Jay- Vijay*	Vile Parle (E)	0.00	4	21,203	3
Evara	Borivali (W)	0.00	1	15,870	14
Verve	Goregaon (W)	0.03	46	18,213	63
Vaayu	Dahisar (W)	0.01	17	14,620	25
Total (Mumbai Projects)		0.04	68	17,303	105
Total (Pune + Bengaluru + Mumbai Projects)		0.56	367	6,622	404

#Other projects include Misty Moors and Pink City.

Note: *Includes JP Morgan area

NEW SALES ANALYSIS – Q2 FY23 AND PORTFOLIO SPLIT



msf.

0.35

0.56

0.85

0.40

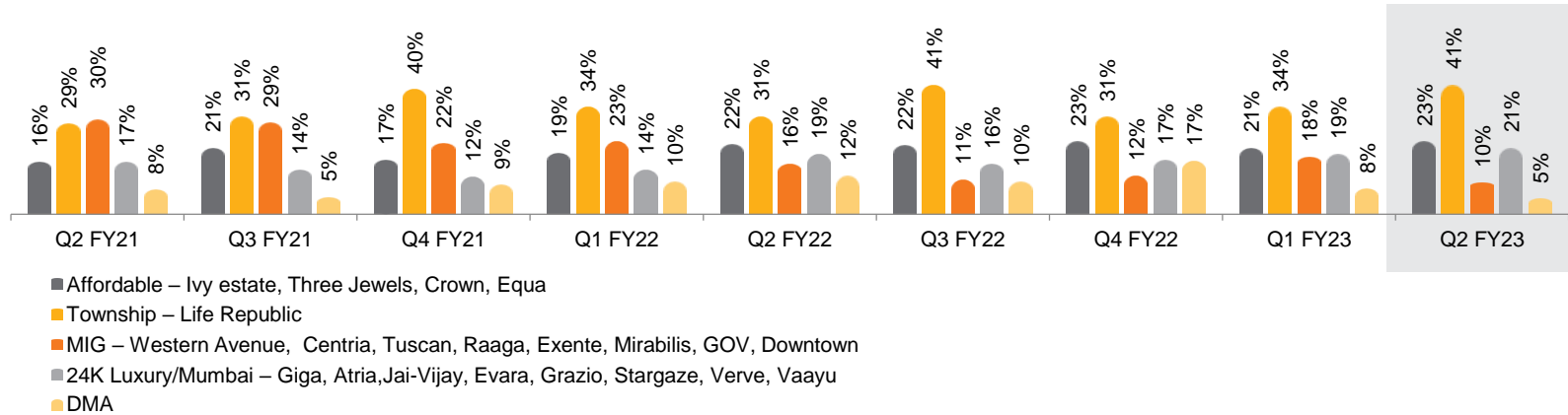
0.67

0.86

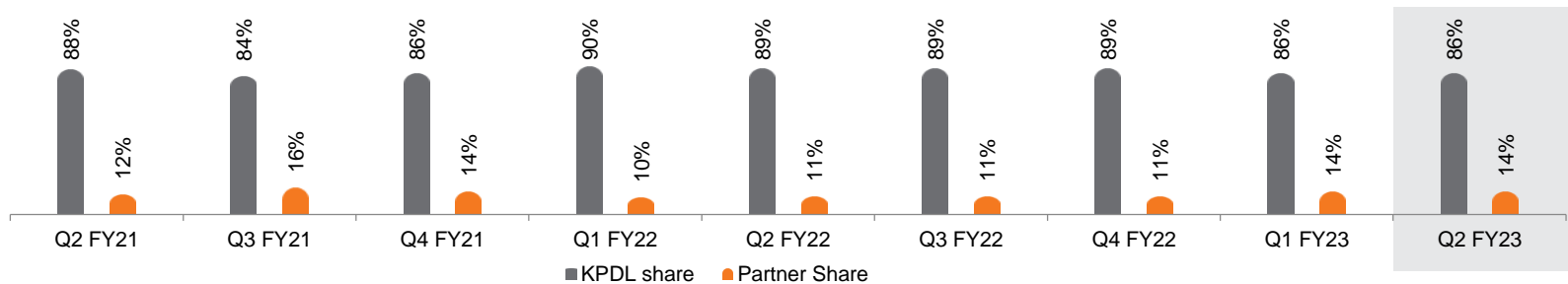
0.78

0.61

0.56



Portfolio Split



Note: Volume in million square feet is based on saleable area

PRIORITY LAUNCHES



Regions	Projects	Location	Use	Total Saleable Area (msf.)	Total Potential (In Crore)	Phase I Saleable Area (msf)	Phase I Potential (In Crore)
Pune	Baner	Baner	Mixed Use	1.60	~1,450 Cr	0.90	~800 Cr
	Kiwale	Kiwale	Residential	2.50	~1,400 Cr	0.80	~450 Cr
	Pimple Nilakh	Pimple Nilakh	Residential	0.80	~800 Cr	0.50	~525 Cr
	Tathawade (DMA)	Tathawade	Residential	0.80	~500 Cr	0.40	~250 Cr
Pune Total				5.70	~4,150 Cr	2.60	~2,025 Cr
Life Republic	R13	Hinjewadi	Residential	1.80	~1,090 Cr	0.90	~550 Cr
	Row houses	Hinjewadi	Residential	0.34	~225 Cr	0.34	~225 Cr
	R16 (Balance)	Hinjewadi	Residential	0.48	~250 Cr	0.48	~250 Cr
	R1D	Hinjewadi	Residential	0.20	~110 Cr	0.20	~110 Cr
	R20	Hinjewadi	Residential	0.55	~320 Cr	0.55	~320 Cr
	R22	Hinjewadi	Residential	1.40	~800 Cr	0.45	~275 Cr
	R10D	Hinjewadi	Residential	0.17	~100 Cr	0.17	~100 Cr
	R10E	Hinjewadi	Residential	0.20	~115 Cr	0.20	~115 Cr
Life Republic Total				5.14	~3,010Cr	3.29	~1,945Cr
Mumbai	Golden Pebbles	Kalina	Residential	0.13	~300 Cr	0.13	~300 Cr
	Sukh Niwas	Khar	Residential	0.03	~110 Cr	0.03	~110 Cr
Mumbai Total				0.16	~410 Cr	0.16	~ 410 Cr
Bengaluru	Raaga 3	Hennur Road	Residential	0.25	~140 Cr	0.25	~140 Cr
Total				11.25	~7,710 Cr	6.30	~4,520 Cr

Subsequent project launches pipeline: Downtown, Boat Club and Jeevan Sudha

The above information is based on management estimates and can change materially. No assurances are being made in relation to the timelines or realisation of the above planned developments.

JUDICIOUSLY BUILDING PROJECT PIPELINE FOR THE NEXT ROUND OF GROWTH



Focused on meaningful additions to portfolio across Pune, Bengaluru and Mumbai



Targeting acquisitions through outright/structured deals and JVs/JDAs with land owners / other developers



FY23

FY22

FY21

FY20

FY19

- Bought 50% stake from ICICI Venture in Life Republic taking KPDL share to 95%
- Acquired balance 49% equity stake in Downtown project from IL&FS

- Signed three projects with a combined saleable area of ~1.6 msf in Pune (Wagholi, Kiwale and Ravet) under DM model. Expected DM fees of Rs. 85-88 crore

- Signed three projects with a combined saleable area of ~2.2 msf in Pune (Baner, Moshi, Wagholi) under capital light models. Expected total topline of ~Rs. 1,500 crore and KPDL PBT of ~Rs. 220 crore
- Unlocked three re-development projects with a combined saleable area of ~0.52 msf in Mumbai (Evara, Verve, Vaayu). Expected Topline of over Rs. 1,000 crore

- Signed a new project with a combined saleable area of ~0.55 msf in Pune (Tathawade) under DM model. Expected DM fees of ~Rs. 35 crore
- Created platform with Planet Smart City to develop 15,000 housing units. Projects for the platform to be added across Pune, Mumbai and Bengaluru within three years
- Planet Holding Limited, invested -Rs. 60 crore in Snowflower Properties Private Limited (SPPL).

- Targeting acquisitions of 10 msf of new business development with topline potential of ~Rs.7,000 crore in FY23 - across geographies through outright/structured deals and JVs/JDAs
- KPDL acquired new project on an outright basis in Kiwale, Pune with ~ Rs 1,400 crore topline potential and ~2.5 million sq.ft of saleable area..

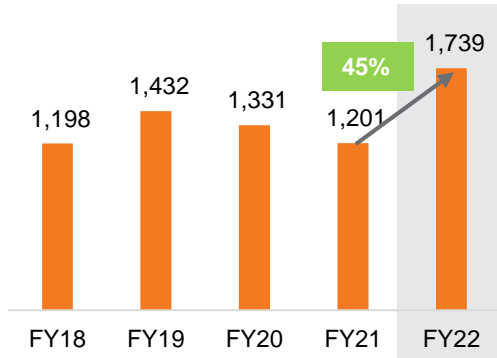
MUMBAI PRESENCE - EXPANDING FOOTPRINT



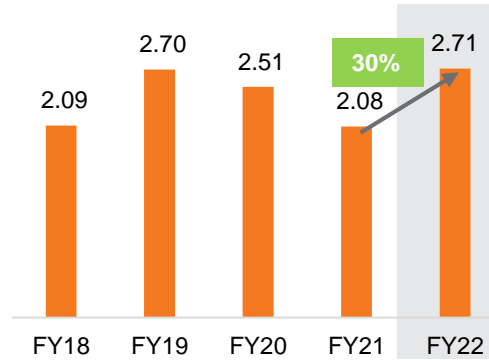
PERFORMANCE HIGHLIGHTS – FIVE YEARS



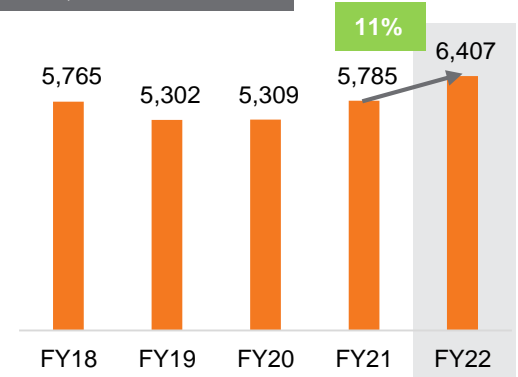
Sales Value, Rs. Crore



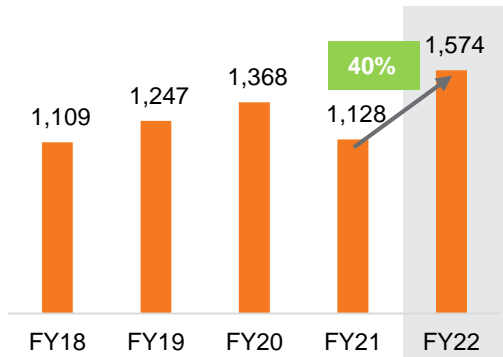
Sales Volume, msf



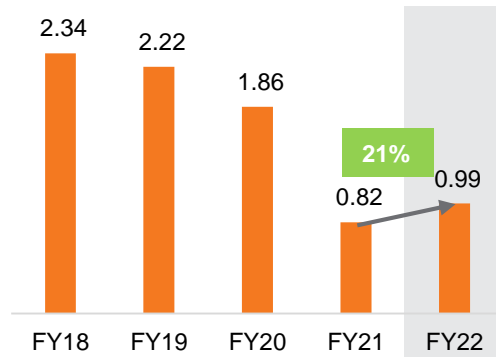
APR, Rs./sft.



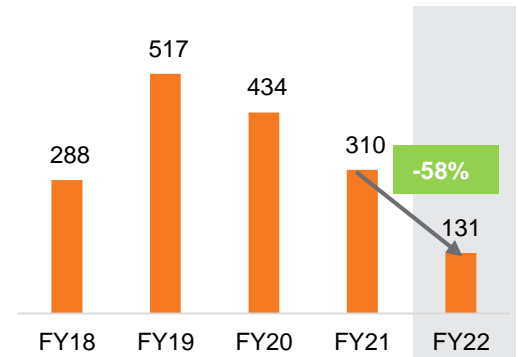
Collections, Rs. Crore



Delivery, msf



Net Debt, Rs.Crore

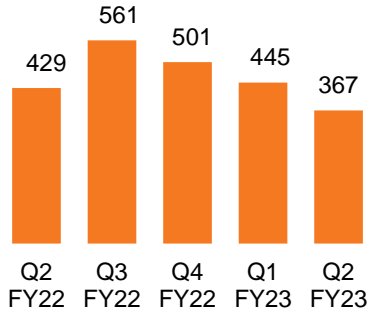


Volume in million square feet is based on saleable area; Collections include contribution from DMA projects

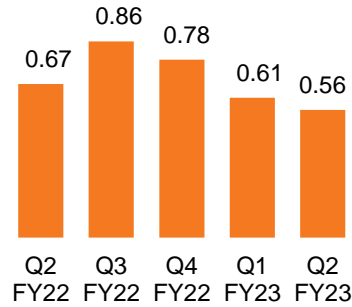
PERFORMANCE HIGHLIGHTS - Q2 FY23



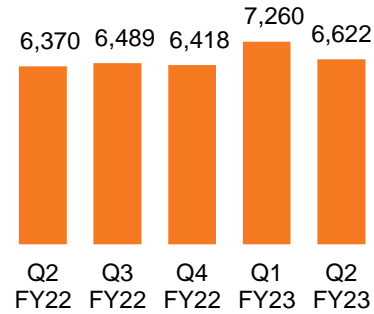
Sales Value, Rs. Crore



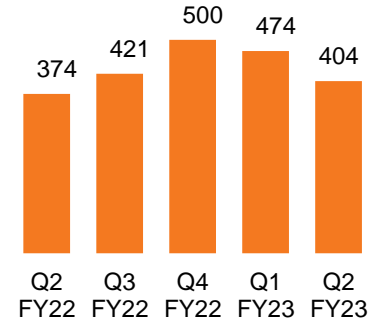
Sales Volume, msf



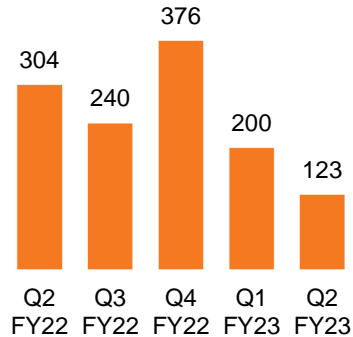
APR, Rs./sft.



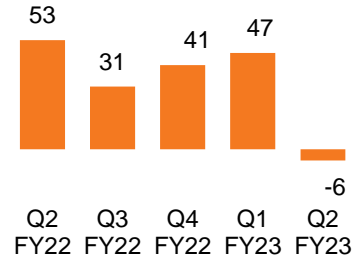
Collections, Rs. Crore



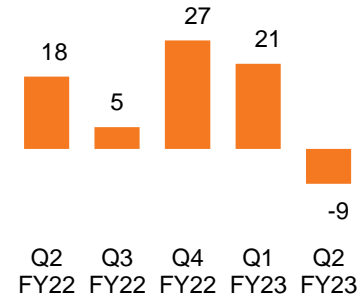
Revenue, Rs. Crore



EBITDA, Rs. Crore



PAT, Rs. Crore



Note: Volume in million square feet is based on saleable area ; Collections include contribution from DMA projects

ABRIDGED CASH FLOWS



Abridged Cash flows - (Rs. crore)	H1 FY23 (Un-Audited)	Q2 FY23 (Un-Audited)
Opening Balance* - A	350	365
<u>Operating Activities</u>		
Collections	821	384
Construction Cost	-430	-204
Other Expenses	-140	-60
Direct & Indirect Taxes	-59	-30
Operating Cashflow - B	192	90
<u>Financing Activities</u>		
Interest	-19	-9
OD/CC Movement	38	37
OCD/CCD/Zero Coupon NCD (Redemption)/Subscription	-19	-8
Dividend	-14	-14
Financing Cashflow - C	-14	6
<u>Investing Activities</u>		
TDR/Premium Costs/Approval Cost / New Business Development	-159	-134
JV Partner/Land Cost	-40	2
Investing Cashflow - D	-199	-132
Closing Balance* (A+B+C+D)	329	329

*The inflows and outflows for associate companies are considered in the above cash flow. Accordingly, the closing balance includes Rs.84 crore pertaining to associate companies which are not consolidated in the consolidated financial statements. Further, this also includes Rs. 11 crore pertaining to Bank deposits having maturities of more than 12 months from the Balance Sheet date.

CONSOLIDATED DEBT PROFILE



Consolidated Debt Profile (Rs. crore)	30 th Sep, 2022	30 th June, 2022	31 st Mar, 2022
	CCM	CCM	CCM
Net Worth	957	981	959
Gross Debt	573	514	522
Less: OCD/CCD/OCPRS/Zero Coupon NCDs	87	91	100
Debt	486	423	421
Less: Cash & Cash Equivalents & Current Investments**	234	280	290
Net Debt	251	143	131
Net Debt/Equity	0.26	0.15	0.14

- The Company has been assigned a long-term rating of 'ICRA A+/Positive'. This along with the existing 'CRISIL A+/Stable' rating further enhances KPDL's rating profile and highlights its focus on corporate governance.



***The Cash & Cash Equivalents & Current Investments are as per financial statements and does not include balances pertaining to associate companies which are not consolidated in the consolidated financial statements. Further, this does not include amount of Bank deposits having maturities of more than 12 months from the Balance Sheet date.*

CONSOLIDATED PROFIT AND LOSS SNAPSHOT



P&L Snapshot (Rs. crore)	H1 FY23	H1 FY22	Q2 FY23	Q1 FY23	Q2 FY22
Revenue from Operations	323.4	501.1	123.3	200.1	303.8
EBITDA	41.3	115.2	-5.6	46.9	52.7
EBITDA Margin (%)	12.7%	23.0%	-4.5%	23.4%	17.4%
Profit before tax	34.4	90.3	-5.7	40.1	43.9
PBT Margin	10.6%	18.0%	-4.6%	20.0%	14.4%
Net profit/loss after tax (pre-MI)	19.1	51.0	-6.9	26.0	20.2
PAT Margin % (pre-MI)	5.9%	10.1%	-5.6%	13.0%	6.7%
Net Profit (post-MI)	12.4	47.2	-8.8	21.2	17.7
PAT Margin % (post-MI)	3.8%	9.4%	-7.1%	10.6%	5.8%

KPDL PROJECT PORTFOLIO – 30.09.22



Gross Details (including partner's share)

Projects	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank
Giga	100%	0.07	0.69	-
Stargaze	62%	0.09	-	-
Ivy Estate	100%	0.04	-	-
Downtown	100%	0.00	0.68	0.41
Life Republic^	95%	0.35	4.77	14.11
Universe (R10), LR	49%	0.28	0.37	-
Kiwale	100%	0.13	2.50	
Three Jewels	20%	0.08	-	-
Centria	100%	0.01	-	-
Pimple Nilakh	100%	-	0.80	-
Ghotawade	50%	-	-	3.2
Aundh	100%	-	-	1.00
Kalyani Nagar	100%	-	-	1.00
Equa / Wagholi	36%	0.23	0.00	-
Baner	66%	-	1.56	-
Crown, Moshi	50%	0.02	0.54	-
Boat Club Road	100%	-	0.36	-
Pune Total: (33.29 msft)		1.30	12.27	19.72

Gross Details (including partner's share)

Projects	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank
Vaayu	100%	0.06	-	-
Verve	100%	0.09	-	-
Sukh Niwas	100%	-	0.03	-
Golden Pebbles	100%	-	0.13	-
Jeevan Sudha	100%	-	0.12	-
Other Mumbai Projects	100%	-	-	0.57
Mumbai Total: (1 msft)		0.15	0.28	0.57

Projects	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank
Raaga	100%	0.00	0.25	-
Exente	100%	0.02	-	-
24K Grazio	100%	0.19	-	-
Bengaluru Total: (0.46 msft)		0.21	0.25	-

Projects	Total	Ongoing & Unsold	Under Approval	Land Bank
Owned Projects	34.75	1.66	12.80	20.29
DM Projects	2.12	-	2.12	-
Total Company Portfolio	36.87	1.66	14.92	20.29

Saleable area in million square feet based on current FSI norms and subject to change;

^Total FSI potential is 1.7 in Life Republic; Current potential has been considered based on consumption possibility as against the FSI of 1 that was mentioned in the Q1FY23 results presentation.

BUSINESS OUTLOOK



Sector consolidation

- First round of consolidation resulted from implementation of RERA and GST benefiting organized, execution-focused developers.
- Covid-19 has resulted in further consolidation and benefit strong balance sheet developers like KPDL

Demand

- WFH/Hybrid work model has increased demand across product segments
- Still one of the lowest inflation-adjusted home prices in many years, have considerably improved affordability and overall consumer sentiment

Consolidating leading position in Pune

- KPDL is leveraging its strong brand name/market position to accelerate development and launch subsequent phases of ongoing projects

Diversifying geographical presence

- 10 society redevelopment projects in Mumbai - 2 completed, 3 newly launched, 5 future projects
- Mumbai and Bengaluru contribution reached ~27% of sales value in H1 FY23

Operational Excellence

- Focus to be faster sales, approvals, construction and collection
- Strong digital connect to act as an incremental sales channel
- Prudent investments in technology to reduce construction time

New project acquisition

- Targeting acquisitions of 10 msf of new business development with topline potential of ~Rs.7,000 crores in FY23 - across geographies through outright/structured deals and JVs and JDAs
- Created platform with Planet Smart City to develop 15,000 housing units. Singed 2nd project of this platform, for the Community Engagement Platform

Efficient capital deployment

- Continue to evaluate strategic and financial partnerships that enable us to scale our operations while limiting capital commitment

Healthy RoCE

- Successful implementation of strategy driving strong return profile with average. ROCE of ~13% for last four years
- Looking at further scale benefits in Pune and greater Bengaluru/Mumbai contribution

Priority Launches

- 3 cities – Pune, Mumbai & Bengaluru
- ~11.25 msf of saleable area
- ~Rs. 7,710 crore of topline potential

SMALL TO MID SIZED JOURNEY COMPLETED. MID TO LARGE SIZED JOURNEY BEGINS



This is where we are

Leading real estate brand in Pune

~27% sales value from Mumbai and Bengaluru in H1 FY23

Growing property development partnerships

Maturing Life Republic; point of take-off

Stronger marketing engine

Declining debt



This is where we wish to go

Amongst India's top five real estate players

Double our sales while maintaining profitability

Grow our Pune presence and leadership

Expand market share in Mumbai and Bengaluru

Deepen cash-light global partnerships

Accelerate Life Republic sales

Develop benchmark programs on ESG and customer-centricity



KPDL Awards

-  **Trusted Brand of the Year,** Times Realty, 2021-22
-  **Top Developer of the year,** Times Real Estate Icons , 2020-21
-  **India's Top Challengers,** Construction World Global Aw, 2020-21
-  **India's Most Trusted Real Estate Brand,** TRA's Brand Trust Report 2020
-  **Best Realtor ,** Times Realty, 2019-20
-  **Brand Excellence in Real Estate Sector,** ABP News, 2019-20
-  **Developer of the Year Residential ,** CNN NEWS18, 2019-20
-  **Most Trusted brand,** ET Now, 2019-20
-  **Brand of the Year,** Economic Times, 2018-19
-  **Game Changer of Maharashtra,** Economic Times, 2017-18
-  **Luxury Developer of the Year – 24K,** Times Network, 2017-18
-  **Most Trusted Real Estate Brand,** Times Network, 2017-18
-  **India's Top Challengers,** Construction World 2017-18
-  **Developer of the Year,** Realty Plus, 2016-17
-  **Brand of the Year,** Golden Bricks Awards (Dubai), 2016-17
-  **Asia's Greatest Brand,** Asia One, 2016-17

Project Awards

-  **Residential Property India – 24K Stargaze By Kolte Patil Developers Limited,** Asia Pacific Property Awards (IPA) 2022-23
-  **Residential High Rise Architecture India,** Asia Pacific Property Awards (IPA), 2020-21
-  **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,** ET Now, 2019-20
-  **Innovative marketing campaign of the year – Life Republic,** ET Now, 2019-20
-  **Luxury Project of the year – 24K Stargaze,** Times Network, 2017-18
-  **Integrated Township of the year – Life Republic,** ABP News, 2016-17
-  **Best Township Project of the year – Life Republic,** Golden Bricks Awards (Dubai), 2016-17

ABOUT KOLTE-PATIL DEVELOPERS LTD.



Kolte-Patil Developers Ltd. (BSE: 532924, NSE: KOLTEPATIL; KPDL), incorporated in 1991, is a leading real estate company with dominant presence in the Pune residential market, and growing presence in Mumbai and Bengaluru. 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 50 projects including residential complexes, integrated townships, commercial complexes and IT Parks covering a saleable area of ~23 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-income 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 re-development projects that have lower capital-intensity. The company signed ten projects (two completed, three recently launched, five 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 has been rated 'A+ / Stable' by CRISIL, one of the highest rating accorded by CRISIL to any publicly listed residential real estate player in India. In addition, the Company is also rated 'ICRA A+/Positive' by ICRA. 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 and Planet Smart City.

Over the years, KPDL has received multiple awards and recognitions including Asia's Greatest Brand 2017 by AsiaOne, The Economic Times - The Game Changers of Maharashtra 2018, Times Realty Icons - Best Realtor 2019, CNN NEWS18 - Developer of the Year Residential 2019, ET Now – Most Trusted Brand India's 2019, Top Challengers 2019-20 by Construction World Global Awards Online, Trusted Brand of the Year, Times Realty, 2021-22 and Residential High Rise Architecture India- 2021, Asia Pacific Property Awards (IPA).

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

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