



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: 15 July 2022

Sub: Operational update for Q1 FY23

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

Dear Sir/Madam,

Please find attached herewith Operational update for Q1 FY23.

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

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Kolte-Patil Developers Limited – Operational Update for Q1 FY23

Sales Value of Rs. 445 crore recorded during Q1 FY23, up 79% YoY

Collections of Rs. 474 crore during Q1 FY23, up 70% YoY

APR of Rs.7,260 during Q1 FY23, up 16% YoY and 13% QoQ

Pune, July 15, 2022: Kolte-Patil Developers Limited (BSE: 532924, NSE: KOLTEPATIL; KPDL), a leading Pune based real estate player with growing presence in Mumbai and Bengaluru, has announced key updates on its real estate operations during the quarter ended 30th June 2022.

Particulars	Q1FY23	Q4FY22	Q1FY22	QoQ	YoY
Volume (million sq. ft.)	0.61	0.78	0.40	-22%	53%
Value (Rs. crore)	445	501	249	-11%	79%
Realization (Rs./sq. ft.)	7,260	6,418	6,261	13%	16%
Collections (Rs. crore)	474	500	279	-5%	70%

**Collections include contribution from DMA projects*

- Achieved Sales Value of Rs. 445 crore during Q1 FY23, up 79% YoY:
 - Strong improvement in Q1 FY23 over Q1 FY22, in terms of both volume and value
 - Mumbai portfolio has reported a sales value of Rs. 116 crore during Q1 FY23 as against Rs. 64 crore during Q1 FY22
- Sales Volumes of 0.61 million sq. ft. during Q1 FY23 saw significant uptick compared to Q1 FY22 (0.40 million sq. ft.)
- Substantial improvement in Collections during Q1 FY23 – Rs.474 crore, compared to 279 crore during Q1 FY22, up YoY 70%:
 - Strong focus on sales, registrations, construction and CRM has enabled strong collections on an ongoing basis
- Contribution from projects outside Pune was at 30% of Sales Value, allowing business diversification in line with the strategic plan

Commenting on the update, Mr. Rahul Talele, Group CEO, Kolte-Patil Developers Limited said, "We have started the year on a strong note, continuing the momentum achieved in the last financial year into the first quarter of FY23. With positive traction in volumes and substantial contributions from a range of projects across locations in Pune, Mumbai and Bengaluru, we are well poised to deliver solid growth during the current year. This will be supported by sustenance sales traction in current projects as well as several new launches that are planned over the next few months.

Our eyes are set on achieving several performance milestones in FY23 on business development, launches and deliveries front. From a conducive framework of a strong brand, customer visibility, execution track record and a robust financial position, we are confident of delivering on our growth objectives to create sustained value for all stakeholders."

About Kolte-Patil Developers Limited

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 ~20 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 debt and non-convertible debentures have 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.

For further information, please contact:

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