



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,  
1<sup>st</sup> floor, Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400001

Date: 20 October 2022

**Sub: Operational update for Q2 & H1 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 Q2 & H1 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

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**KOLTE-PATIL DEVELOPERS LTD.**

CIN: L45200PN1991PLC129428

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## Kolte-Patil Developers Limited – Operational Update for Q2 & H1 FY23

**Sales Value of Rs. 812 crore recorded during H1 FY23, up 20% YoY**

**Collections of Rs. 878 crore during H1 FY23, up 34% YoY**

**APR of Rs. 6,960 during H1 FY23, up 10% YoY**

**Pune, Oct 20, 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 and half year ended 30<sup>th</sup> Sep 2022.

Particulars	H1 FY23	H1 FY22	YoY	Q2FY23	Q1FY23	Q2FY22	QoQ	YoY
Volume (million sq. ft.)	1.17	1.07	9%	0.56	0.61	0.67	-9%	-17%
Value (Rs. crore)	812	678	20%	367	445	429	-17%	-14%
Realization (Rs./sq. ft.)	6,960	6,312	10%	6,622	7,260	6,370	-9%	4%
Collections (Rs. crore)	878	653	34%	404	474	374	-15%	8%

*\*Collections include contribution from DMA projects*

- Improvement of 20% in Sales Value during H1 FY23
  - Sales Value of Rs. 367 crore achieved during Q2 FY23 from ongoing projects
- Contribution from projects outside Pune was at 27% of Sales Value during H1 FY23, in line with the business diversification goal
  - Mumbai portfolio recorded Sales Value of Rs. 184 crore during H1 FY23
- 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:
  - Continued focus on registrations, sales, construction, and CRM has enabled strong Collections on an ongoing basis
- 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 Kolte-Patil.

**Commenting on the update, Mr. Rahul Talele, Group CEO, Kolte-Patil Developers Limited said,** *"We have delivered encouraging sales performance in the first half of the current financial year based on sustained sales in our existing projects. We expect multiple launches in H2 in the event of some of the expected Q2 launches spilling over to Q3. This will allow accelerated sales in the second half of the year. Combination of new sales and solid execution has driven healthy collections and we are confident of strong collections for the remainder of the year. Concerted efforts towards strategic business development to expand our projects portfolio selectively through capital-light, value accretive transactions, is on track. Acquisition of Sampada Realities in Q2 FY23 with the revenue potential of Rs. 1,400 crore is in line with our business development target for this year.*

*Underlying demand for high quality living spaces built to the requirement of end customers remains strong. With a solid balance sheet, financial discipline, and strong execution track record, we believe that Kolte-Patil is favorably placed to gain from congenial macros and structured regulatory environment."*

#### **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 ~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 debt has been rated 'A+ / Stable' by CRISIL. 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](http://www.koltepatil.com).*

**For further information, please contact:**

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**Shiv Muttoo / Ruchika Jain**

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