



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: 12 January 2024

Sub: Operational update for Q3 & 9M FY24

ISIN: Equity: INE094I01018 and Debt: INE094I07049

**Ref: NSE Symbol and Series: KOLTEPATIL and EQ
BSE Code and Scrip Code - Equity: 9624 and 532924
BSE Security Code and Security Name – Debt: 1. 974771 and 0KPDL33
2. 975276 and KPDL221223**

Dear Sir/Madam,

Please find attached herewith operational update for Q3 & 9M FY24.

This is for your information and record.

Thanking you,

For Kolte-Patil Developers Limited

**Vinod Patil
Company Secretary and Compliance Officer
Membership No. A13258**

KOLTE-PATIL DEVELOPERS LTD.

CIN : L45200PN1991PLC129428

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Kolte-Patil Developers Limited – Operational Update for Q3 & 9M FY24

9M FY24 sales value at Rs. 2,079 crore, improved 36% YoY

9M FY24 sales volumes at 2.89 million sq. ft., increased 26% YoY

Pune, January 12, 2024: 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 nine months ended 31st December 2023.

Summary of operational performance:

New Area Sales	9MFY24	9MFY23	YoY	Q3FY24	Q2FY24	Q3FY23	QoQ	YoY
Volume (million sq. ft.)	2.89	2.30	26%	0.98	0.98	1.13	-	-13%
Value (Rs. crore)	2,079	1,528	36%	746	632	716	18%	4%
Realization (Rs. /sq. ft.)	7,183	6,643	8%	7,579	6,426	6,339	18%	20%
Collections (Rs. crore)	1,478	1,313	13%	493	472	435	4%	13%

Collections include contribution from DMA projects

- Reported highest ever quarterly pre-sales, by value, in Q3 FY24
 - Pre-Sales at Rs. 746 crore, grew 18% QoQ
 - Realizations improved both YoY and QoQ due to increased contribution from the '24K' premium luxury segment projects in Baner and Pimple Nilakh
 - KPDL's flagship project, Life Republic Integrated Township, recorded sales volumes of 4.4 lakh sq. ft. during the quarter
- Achieved pre-sales value of Rs. 2,079 crore in 9M FY24, marking a growth of 36% YoY, resulting from firm sales momentum in new as well as ongoing projects
 - Achieved pre-sales volumes of 2.89 million sq. ft., registering a growth of 26% YoY
 - Launched ~2.73 million sq. ft. across projects in Pune and Mumbai in 9M FY24
 - During 9M FY24, contribution from new launches to the pre-sales value is 57%
 - Life Republic Township project recorded the highest-ever volumes of 1.7 million sq. ft. achieved in any nine-month period

Commenting on the performance, Mr. Rahul Talele, Group CEO, Kolte-Patil Developers Limited said, *"We are pleased to announce robust sales growth as we capture and capitalize on the evolving demand trends. In Q3 FY24, we achieved the highest-ever quarterly pre-sales numbers of Rs. 746 crore, marking a growth of 18% QoQ. The Life Republic project in Pune achieved a historic milestone, recording the highest-ever sales volumes of 1.7 million sq. ft. during 9M FY24, underscoring the enduring value of our product offerings reflecting our commitment to excellence. Heightened economic activity, rising income levels, and interest rate stability continue to give an impetus to the historic demand for residential real estate that we have witnessed in recent times. Through this sustained positive trajectory, we are confident of meeting pre-sales growth targets on the back of a strong pipeline of upcoming launches. In line with our strategy, we actively evaluate business development opportunities to expand market share in key operating markets. Our steadfast focus on exceptional customer experience remains core as we grow across segments and geographies delivering value across stakeholder groups."*

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 58 projects including residential complexes, integrated townships, commercial complexes and IT Parks covering a saleable area of >26 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 redevelopment projects that have lower capital intensity. The company has signed thirteen projects (two completed, five on going, six 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+/Positive', short-term bank loan facilities as A1 and nonconvertible debentures as A+/Positive by CRISIL.

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 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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