



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

12 January 2022

Sub: Press Release - Kolte-Patil Developers Limited – Operational Update for Q3 and 9M FY22

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

Dear Sir/Madam,

Please find attached herewith press release "Kolte-Patil Developers Limited – Operational Update for Q3 and 9M FY22"

This is for your information and record.

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 and 9M FY22

Highest Quarterly Sales Value in the last seven years – Rs. 561 crore, up 77% YoY

Highest Quarterly Sales Volume in the last seven years – 0.86 msf, up 56% YoY

Pune, January 12, 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 nine months ended 31 December 2021.

New area sales	Q3FY22	Q2FY22	Q3FY21	QoQ	YoY	9MFY22	9MFY21	YoY
Volume (million sq. ft.)	0.86	0.67	0.55	28%	56%	1.93	1.22	58%
Value (Rs. crore)	561	429	317	31%	77%	1,238	676	83%
Realization (Rs./Sq. ft.)	6,489	6,370	5,762	2%	13%	6,403	5,553	15%
Collections (Rs. crore)	421	374	382	13%	10%	1,074	687	56%

Collections include contribution from DMA projects

- Achieved Sales Value of Rs. 1,238 crore in 9M FY22, which is more than the full year sales value of Rs. 1,201 crore for FY21
 - Achieved Sales Volume of 1.93 million sq. ft. in 9M FY22, up 58% YoY
- Highest ever Sales in any one quarter in the last seven years
 - Q3FY22 Sales Volume of 0.86 million sq. ft., up 56% YoY and 28% QoQ
 - Q3FY22 Sales Value of Rs. 561 crore, up 77% YoY and 31% QoQ
- Healthy improvement in APR both QoQ and YoY, driven by a firm realization trend and higher contribution from Mumbai
 - Mumbai contributed Rs. 321 crore to Sales Value in 9M FY22, significantly higher than full year Mumbai Sales Value of Rs. 180 crore in FY21

Commenting on the update, Mr. Rahul Talele, Group CEO, Kolte-Patil Developers Limited said, "We are happy to deliver this noteworthy performance driven by robust sales momentum in our portfolio of projects that keeps us in line to end the year on a strong note. Sales traction remains promising across our key markets and product categories, indicating positive traction generated by a re-invigorated team that is now driving customer and market traction for the Kolte-Patil brand.



Going forward, KDPL is geared up to scale its operations while maintaining financial discipline. We are set to expand our portfolio of projects with several launches lined up across key micro markets in Pune, Mumbai and Bengaluru. We are also focused on expanding the portfolio further and continue to evaluate several business development opportunities that will allow us to expand market share, create many more performance records and enhance value for all our 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 for delivery of projects in a timely manner. 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. Several of the company's projects have been certified by the Indian Green Building Council (IGBC). 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 low capital intensive society re-development projects. The company signed ten projects (two completed, three newly 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, the highest rating accorded by CRISIL to any publicly listed residential real estate player in India. 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 Holding.

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 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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