



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: 13 January 2023

**Sub: Operational update for Q3 & 9M 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 Q3 & 9M 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 Q3 & 9M FY23

**Highest Ever Quarterly Sales of Rs. 716 crore, up 28% YoY**

**Highest Ever Quarterly Sales Volumes of 1.13 mn. sq. ft, up 31% YoY**

**Launched ~2 mn. sq. ft. across 6 projects in Pune and Mumbai**

**Pune, January 13, 2023:** 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 month period ended 31<sup>st</sup> December 2022.

Particulars	Q3 FY23	Q2 FY23	Q3 FY22	QoQ	YoY	9M FY23	9M FY22	YoY
Volume (million sq. ft.)	1.13	0.56	0.86	102%	31%	2.30	1.93	19%
Value (Rs. crore)	716	367	561	95%	28%	1,528	1,238	23%
Realization (Rs./sq. ft.)	6,339	6,622	6,489	-4%	-2%	6,643	6,403	4%
Collections (Rs. crore)	435	404	421	8%	3%	1,313	1,074	22%

- Reported highest-ever quarterly pre-sales numbers by value and volume in Q3 FY23.
  - Launched ~2 mn. sq. ft. of inventory across 6 projects in Pune and Mumbai.
  - New launches contributed ~57% to the pre-sales value for the quarter.
  - KPDL's flagship project, Life Republic, crossed the half million mark to record volumes of 6.62 lakh sq. ft., highest ever in any one quarter.
- Achieved sales value of Rs. 1,528 crore during 9M FY23, up 23% YoY, from ongoing as well as new launches.
  - Achieved sales volume of 2.30 million sq. ft. in 9M FY23, up 19% YoY.
  - KPDL's flagship project, Life Republic, recorded volumes of 1.1 mn. sq. ft for 9M FY23.
- Sales contribution from projects outside Pune stood at 21% during 9M FY23.
- Collections grew by 22% during 9M FY23 to Rs. 1,313 crore supported by-
  - Efficient lifecycle of registrations, sales, construction and robust CRM systems.
- The Company, through its wholly owned subsidiary Sampada Realities Private Ltd., entered into an agreement with Planet Smart City, for strategic land monetization of a portion of its project 'Little Earth' at Kiwale, Pune, for ~Rs. 78 crore, for joint development of ~0.65 mn sq.ft.

- Entered an agreement with Marubeni Corporation (Japan) during the quarter. Marubeni will invest Rs. 206.5 crore in the Company's Pimple Nilakh residential project and will be entitled to ~ 2.85 lakh sq. ft. of saleable area in the project.
- During the quarter, CRISIL Ratings re-affirmed the ratings of the Company's long-term bank loan facilities as A+/Stable, short-term bank loan facilities as A1 and rated non-convertible debentures as A+/Stable.

**Commenting on the update, Mr. Rahul Talele, Group CEO, Kolte-Patil Developers Limited**

**said,** *"I am happy to report highest ever quarterly pre-sales of Rs. 716 crore, marking a growth of 95% QoQ and 28% YoY. This growth has been achieved on the back of firm realizations and highest ever quarterly sales volumes which improved 102% QoQ and 31% YoY. Our performance in Q3 was marked by significant contribution from new launches and continued momentum of customer traction in our existing, sustenance phase projects. It is heartening to see the overwhelming response that we received for new project launches that contributed ~57% to the pre-sales numbers for the quarter. This keeps us on track to deliver 30% growth in pre-sales for FY23. In an important milestone at our flagship project, Life Republic, we crossed the 1 million mark in volumes during 9M FY23 and for Q3 FY23 we recorded sales volumes of 6.62 lakh sq.ft., highest ever in any one quarter. Housing demand has been resilient across key markets, backed by improved affordability parameters from the longer-term perspective and persistence of flexible, hybrid work formats. With increased consolidation and formalization of the sector, buyers and land owners are turning to quality developers and Kolte-Patil is well positioned to capitalize on the opportunities with focus on delivering value across the entire ecosystem of 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 ~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', short-term bank loan facilities as A1 and non-convertible debentures as A+/Stable 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 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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