



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: 13 July 2023

Sub: Operational update for Q1 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: 974771 and 0KPDL33**

Dear Sir/Madam,

Please find attached herewith Operational update for Q1 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

Pune Regd. Office: 2nd Floor, City Point, Dhole Patil Road, Pune 411001. Maharashtra, India. Tel.: +91 20 6622 6500 Fax : +91 20 6622 6511
Bangalore Office: 121, The Estate Building, 10th floor, Dickenson Road, Bangalore 560042, India. Tel.: 080- 4662 4444 / 2224 3135/ 2224 2803

Web.: www.koltepatil.com Email id: vinod.patil@koltepatil.com



Kolte-Patil Developers Limited – Operational Update for Q1 FY24

Q1 FY24 sales value stood at Rs. 701 crore, up 58% YoY

Q1 FY24 sales volumes stood at 0.93 million sq. ft., up 52% YoY

Third consecutive quarter with sales value of over Rs. 700 crore

Launched 1.38 million sq. ft. in Q1 FY24

Pune, July 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 ended 30th June 2023.

Summary of operational performance:

New Area Sales	Q1 FY24	Q4 FY23	Q1 FY23	QoQ	YoY
Volume (million sq. ft.)	0.93	0.97	0.61	-5%	52%
Value (Rs. crore)	701	704	445	-0.4%	58%
Realization (Rs. /sq. ft.)	7,545	7,225	7,260	4%	4%
Collections (Rs. crore)	513	589	474	-13%	8%

Collections include contribution from DMA projects

- Achieved sales value of Rs. 701 crore during Q1 FY24, marking a growth of 58% YoY
 - Launched ~1.38 million sq. ft. in Pune in Q1 FY24
 - 24K Altura project in Baner
 - Arezo-JKD project in Life Republic township, Hinjawadi
 - Strong volumes achieved on the back of new launches and existing sustenance inventory
 - New launches contributed ~43% to the pre-sales value during the quarter
 - KPDL's flagship project Life Republic (LR) registered sales volumes of 0.52 million sq. ft. in Q1 FY24
- During the quarter, realizations improved 4% YoY to reach Rs. 7,545 per square foot, with meaningful contribution from 24K Altura project in Baner.
- Strong focus on sales, registrations, construction and CRM translated into strong collections during the quarter under review.

Commenting on the performance, Mr. Rahul Talele, Group CEO, Kolte-Patil Developers Limited said, *"We have commenced the year on a solid footing, building on the momentum gained in the previous financial year. Sales improved 58% by value and 52% by volume over Q1 FY23, on the back of strong traction across new launches and on-going projects. Our 24K Altura project in Baner, launched in Q1 FY24, received strong response further augmenting our position in the premium luxury segment. Customer sentiment remains robust and Kolte-Patil is well positioned to capitalize on this demand for larger homes and differentiated offerings.*

In May 2023, we announced acquisition of two projects in Pune with the topline potential of Rs. 1,300 crore and two projects in Mumbai with the topline potential of Rs. 1,200 crore. With the new projects acquired in the recent past and the prospective project acquisitions during the remainder of the year, we will be able to expand our footprint to new micro-markets while strengthening our position in the existing micro-markets of Pune and Mumbai. Strong economic tailwinds, robust pipeline of launches, and a strong Balance Sheet, give us the confidence to sustain the momentum through the course of the year and deliver on our commitment for creating 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 signed has twelve projects (two completed, five on-going, 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 nonconvertible 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), Times Power Brands, 2023 - Best Township Project, Pune (Life Republic) and Times Power Brands, 2023 - Legacy Brand in Real Estate, Pune (Kolte-Patil).

For more details on Kolte-Patil Developers Ltd., visit www.koltepatil.com.

For further information, please contact:

Dipti Rajput, CFA

VP – Investor Relations

Kolte-Patil Developers Ltd.

1101, The Capital, BKC, Bandra (E), Mumbai-51

Tel - +91 74004 81432

Email - dipti.rajput@koltepatil.com

Shiv Muttoo / Smit Shah

Adfactors PR

Oasis Complex, Kamala Mills Compound, City Hall,
Pandurang Budhkar Marg, Lower Parel West, Mumbai –
400021

Tel: +91 98335 57572 / +91 9870789596

Email: shiv.muttoo@adfactorspr.com /
smit.shah@adfactorspr.com