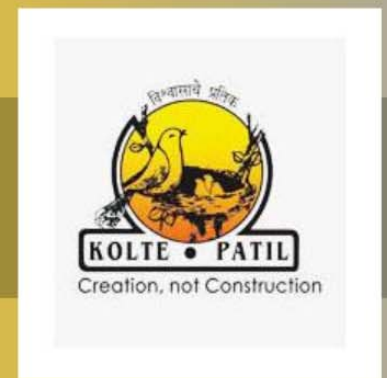


Kolte-Patil Developers Limited



LEAPING
FORWARD



Disclaimer

Certain statements in this communication may be 'forward looking statements' within the meaning of applicable laws and regulations. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. Important developments that could affect the Company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations.

Kolte-Patil Developers Limited (KPDL) will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

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Corporate Profile

Overview

Key Milestones

Our Presence

Awards and Recognition

Management Team



Company Overview

Dominant player in the Pune real estate market

- Undisputed leader in the Pune market with consistent market share ranging between 8-10%
- Well-reputed, trusted name with proven execution capabilities
- Successfully executed over 6.2 msf. (KPDL share) of area in Pune

Healthy Project Pipeline

- 51.2 msf. of saleable area spread across Pune and Bengaluru (KPDL share of 28.7 msf.)
- 30 ongoing and forthcoming projects with a total saleable area (KPDL share) of over 15 msf.
- Future development potential (KPDL share) of 12.4 msf.

Judicious and structured land acquisition

- Equity led growth supported by JDAs, JVs and PE partnerships (ICICI Ventures, Portman Holdings, IL&FS)
- PE investments till date are plain vanilla equity with no guaranteed IRR structure

Expanding presence in Bengaluru

- Expanding presence in high demand Bengaluru market, leveraging 19 years of presence in the city
- 150 member team catering to Bengaluru market
- Increased contribution expected FY14 onwards with 2.5 msf. of ongoing/forthcoming projects

Foray into Mumbai market

- Location agnostic in Mumbai, looking at outright purchases with annual equity commitment upto Rs. 200 crore
- Exploring JV route as well
- To aid margin expansion and reduce working capital cycle going forward

Supply flexibility based on demand

- Current focus on residential markets with only 10% commercial market exposure
- Creating availability at every point of price spectrum

Company Overview

Advanced Construction Technology

- ❑ Early adopters of new construction technology
- ❑ Providing strong delivery capabilities
- ❑ Superior quality of construction

Robust Balance Sheet Position

- ❑ Conservative approach to debt financing based on project execution and cash flow visibility
- ❑ Net debt-equity ratio low at 0.1x as on 31st March, 2013

Strong Operational & Financial Performance

- ❑ 2.6 msf. of new area sales in FY13 with on time construction and delivery of 3 msf.
- ❑ Revenue up 192% YoY to Rs. 727.5 crore and PAT growth of 216% to Rs. 107.4 crore in FY13
- ❑ Guidance of 2.5-3.0 msf. of new area sales in FY14

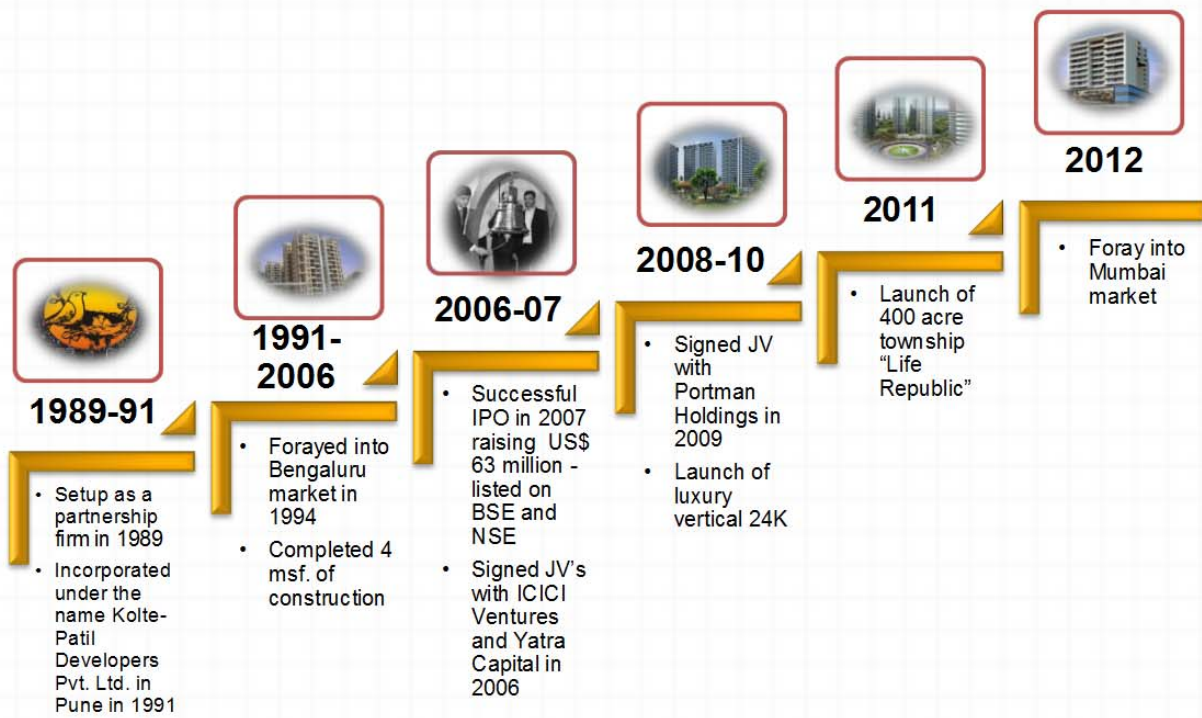
Strong Corporate Governance

- ❑ Deloitte and KPMG as statutory and internal auditors
- ❑ Board constitution with 50% Independent Directors
- ❑ Managerial remuneration closely linked with earnings
- ❑ Stated dividend policy of distributing 15-25% of annual profits

Increasing organizational competences

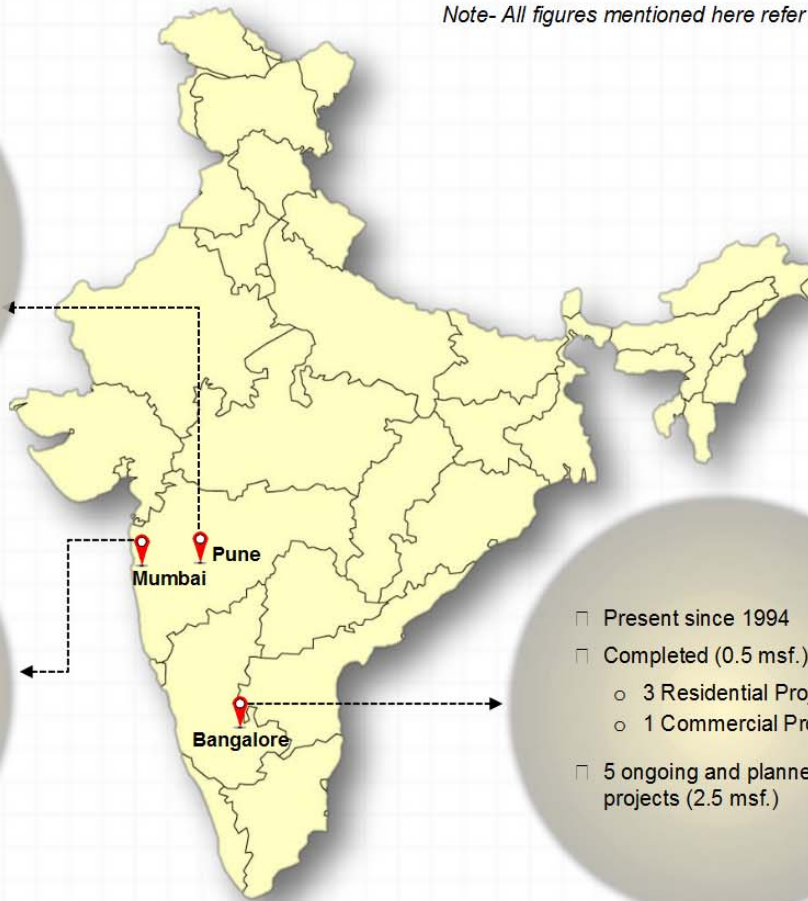
- ❑ Improving process orientation – implementing ERP, defining SOP's
- ❑ Creating robust knowledge management mechanisms
- ❑ Expanding top/middle management layer to support next level of growth opportunity

Key Milestones



Our Presence

Note- All figures mentioned here refer to KPDL's share



- Present since 1989
- Completed (6.2 msf.)
 - 26 Residential Projects
 - 8 Commercial Projects
 - 4 IT Parks
- 25 ongoing and planned projects (13.5 msf)

- Foray in 2012
- Evaluating deals across the city in various sub-markets
- Exploring outright purchases with annual equity commitment up to Rs. 200 crore or JV route

- Present since 1994
- Completed (0.5 msf.)
 - 3 Residential Projects
 - 1 Commercial Projects
- 5 ongoing and planned projects (2.5 msf.)

Awards and Recognition



24K Glitterati
Luxury Project
of the year 2013
- Realty Plus



24K Glitterati
Premium Apartment
of the year 2013
- NDTV Award



Ivy Estate
Residential Property
of the year 2013
- Realty Plus



Umang Homes
Best Housing Developer
(West India) of 2012
- Bloomberg TV Group



Umang Homes
Best Housing Project 2012
- CNBC Awaaz Group

“Best Affordable/Budget Housing Developers of the Year – West India” at the 4th Estate Summit and Awards, West India Edition organized by the Bloomberg TV Group

“Best Affordable/Budget Housing Project 2012 – Pune” City Level Award, organized by RR Kabel & CNBC channel at the “CNBC AWAAZ REAL ESTATE AWARDS 2012”.

Management team

Mr. Sujay Kalele : CEO



- Engineer and Management Post Graduate from Indian School of Business, Hyderabad
- Over 10 years of experience in India and abroad in different sectors, like IT, IPC and Real Estate business
- Responsible for business development and heading the group sales function
- Working with KPDL since Jan 2010

Mr. Vijay Sane : COO – Pune Operations



- Graduate B.Arch. Pune University and Management Graduate from Financial Services Institute of Australia
- Over 14 years of experience in Indian and International Real Estate
- Responsibilities include construction, D & D, systems and process & strategic planning
- Joined KPDL in June 2011

Mr. Vasant Gaikwad: CFO



- Chartered Accountant with over 21 years of experience in handling financial accounting, taxation, internal audit and finance
- Responsible for financial health of the organization including raising funds, cash flow, investor relations, financial institutional relations
- Working with KPDL since April 1995

Mr. Abhay Patil : Sr. VP Projects



- Civil Engineer with 18 years of work experience in Real Estate development.
- Responsibilities include handling Planning, Estimation, Design, Execution, Billing, Liaisoning with various local authorities, co-ordination with project architects, structural designers and consultants
- Working with KPDL since April 1995 and currently handling all Group Level Projects

Mr. Pravin Parandekar : GM Projects – Corolla Realty



- Civil Engineer from Pune University.
- Over 26 years of experience in planning, design & execution of commercial & residential projects
- Handling Corolla Realty Project, a Mini Township of 80 acres in Pune
- Working with KPDL since August 1995

Management team

Mr. Pramod Nemade : VP Purchase



- Civil engineer from Pune University with 19 years of work experience as project engineer and in purchase
- Responsibilities include procurement of construction and interior material, execution and management of interior works for all the projects
- Working with KPDL since June 1996

Mr. Mahesh Saluja : VP Sales



- MBA, Marketing from Symbiosis Inst. Of Management Pune
- Over 18 years of experience in real estate sales across India and UAE
- Responsible for KPDL Western Pune Sales including Township and 24K Projects
- Working with KPDL since September 2010

Mr. Nelson Misquith : VP Corporate Affairs



- B.Com from Osmania University, Hyderabad with over 19 years of experience in real estate sector
- Handled sales, legal, land and corporate affairs for KPDL
- Currently looks after KPDL Corporate Affairs involving CSR and sales document Management
- Working with KPDL since April 1994

Mr. Anand Kute : VP Marketing



- MBA, Marketing from Jamnalal Bajaj Institute of Management, Mumbai
- Over 17 years of experience in marketing across sectors like Real Estate, Entertainment and FMCG
- Marketing projects, brand-building and brand management across KPDL
- Working with KPDL since December 2012

Bangalore Management team

Mr. S.K.Prasanna: COO - Bangalore Operations



- || Graduate Civil Engineer from Karnataka University, Dharwar, Karnataka.
- || Over Two Decades of rich experience in Real Estate Development.
- || Roles and responsibility includes conceptualisation, Planning, Liaison, D & D, Construction, Systems and Process & Strategic Planning etc.
- || Serving KPDL since March 1997.

Mr. M.Nagendra Prasad: AVP - Purchase



- || Graduate Civil Engineer from Bangalore University, Bangalore.
- || Over Two decades of rich experience in Real Estate.
- || Roles and responsibility includes Material Procurement and Purchase.
- || Serving KPDL since May 1995.

Mr. Shodhan.J.Lokhande: VP - Land Purchases



- || Civil Engineer from Karnataka Technical Board.
- || Over 18 years of rich experience in Real Estate.
- || Roles and responsibility includes Land Procurement.
- || Serving Ankit Enterprises (KPDL) since August 1999.

Mr. C.M.Prakash: AVP - Projects



- || Graduate Civil Engineer from Karnataka University, Dharwar, Karnataka.
- || Over 19 years of rich experience in Real Estate.
- || Roles and responsibility includes Execution of Commercial and Residential projects, co-ordination with Project Architects, Structural Designers and Consultants etc.
- || Serving KPDL since April 1997.

Mr. Shashidhara.K: AVP - Sales & Marketing



- || Management Post Graduate in Marketing from Bangalore University, Bangalore.
- || Over 12 years of rich experience in Real Estate.
- || Roles and responsibility includes Sales & Marketing.
- || Serving KPDL since March 2000.

Mr. Pawan Kumar Chowgule: AVP - BD



- || Management Graduate in Finance & Strategy from HHL-Leipzig Graduate School of Management, Germany.
- || Over 10 years of rich experience in Real Estate.
- || Roles and responsibility includes Business Development, Corporate finance, Corporate strategy, Investment Management etc.
- || Serving KPDL since June 2013

Key Operational Highlights

Breakup of Land Bank

Cultivating Long-term Partnerships

Strategic Initiatives

Leadership in Pune Real Estate Market

Expanding Presence in Bengaluru Market

Foray into Mumbai Market

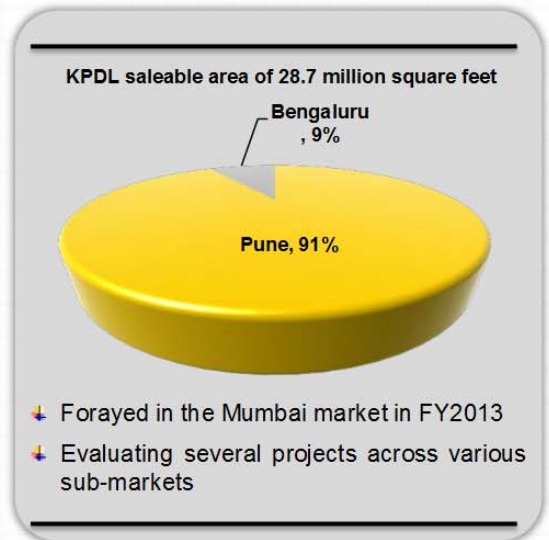
Details of Completed Projects/ Ongoing
Projects/ Forthcoming Projects

Future Developmental Potential



Break-up of Land Bank

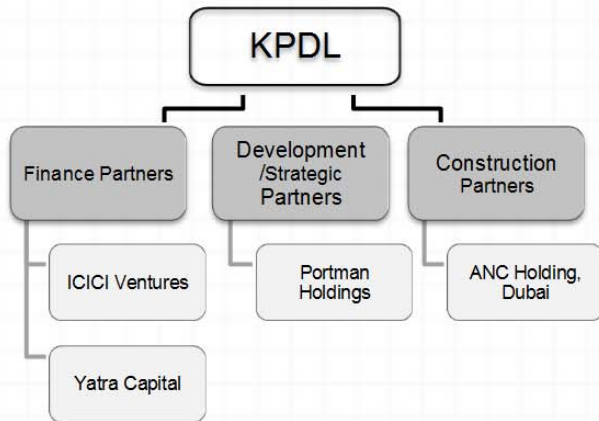
Projects under execution	Overall (msf.)	KPDL share (msf.)
Ongoing	8.6	4.8
Forthcoming	18.3	11.5
Future Potential	24.3	12.4
Total Saleable Area	51.2	28.7



Land Acquisition Strategy

- ✚ Invest in land parcels devoid of title issues and where most approvals are already in place
- ✚ Outright purchases of land preferred when :
 - ✚ Reasonable predictability of sales velocity is possible
 - ✚ Land acquisition cost is less than 40% of the expected selling price
 - ✚ Land parcel falls under correct urbanization zone, increasing visibility of future appreciation potential
 - ✚ Most approvals are already in place, providing visibility of commencing construction
- ✚ On uncertainty on any of the above issues, JDA/JV route preferred
- ✚ Reduces project risk and accelerates translation of land parcels into saleable inventory

Cultivating Long-term Partnerships



Details of PE Partnerships

Name of SPV	Name of Projects	Stake of PE Fund	Location
Bellflower Properties Private Limited	Margosa	Portman Holdings – 49%	Mohamad Wadi, Pune
Tuscan Real Estate Pvt. Ltd.	Tuscan	Portman Holdings – 49%	Kharadi, Pune
Corolla Realty Ltd	Corolla	ICICI Ventures – 37%	Wagholi, Pune
Kolte-Patil I-Ven Township (Pune) Ltd	Life Republic	ICICI Ventures – 50%	Hinjewadi, Pune
Kolte-Patil Real Estate Ltd	Downtown	IL&FS – 49%	Kharadi, Pune

Key Objectives

- ✦ Strengthen corporate governance practices
- ✦ In line with core strategy of equity led expansion, helping de-risk large scale project execution
- ✦ Improve sourcing and execution capabilities
- ✦ Facilitate expansion in newer markets

Key Strategic Initiatives

Superior construction quality and delivery capabilities

- ✦ Early adopters of new construction technology, invested Rs. 68 crore in FY12
- ✦ Setting new benchmarks in terms of high construction quality
- ✦ Enabled faster execution of projects and increased delivery capabilities
- ✦ Streamlining internal processes and controls to sustain construction quality across projects and reducing cost inefficiencies

Best-in-class corporate governance practices

- ✦ Appointed Deloitte and KPMG as statutory and internal auditors respectively
- ✦ Board constitution with 50% Independent Directors
- ✦ Managerial remuneration closely linked with earnings
- ✦ Stated dividend policy of distributing 15-25% of annual profits
- ✦ Enhancing information disclosure policies

Increasing organizational competencies

- ✦ Improving process orientation – implementing ERP, defining SOP's
- ✦ Creating robust knowledge management mechanisms
- ✦ Expanding top/middle management layer to support next level of growth opportunity

Leadership in Pune Real Estate Market



Leadership in Pune Real Estate Market

Market Dynamics/Demand Drivers

IT and manufacturing hub offering huge employment opportunities and sustaining end user demand

Proximity to Mumbai with the construction of the six lane Mumbai-Pune Expressway

Positive demographic and income trends

Townships with built-in amenities and offering a better living standard luring a large number of buyers

Sales & Realization Trends

The north-east and north-west sub-markets contributed to majority of sales in CY 2012 – trend to continue

Increased supply in luxury segment, especially in Koregaon Park, Kalyaninagar, Viman Nagar and Boat Club Rd.

Average price rise for residential properties in Pune was around 12% in CY 2012

Capital values expected to grow at about 12% YoY in CY2013

Healthy absorption levels with available inventory in CY2013 equivalent to almost 9 months' stock

KPDL Positioning

High brand recall and track record of timely and good quality execution

Consistently ranked as the only formidable player with market share between 8-10%

Spread over multiple projects ranging from affordable (U mang Homes) to luxury segments (24K)

Successfully completed over 6.2 msf. of saleable area (KPDL share) in Pune

Recorded ~2.4 msf. of new area sales in FY13

Currently has 4.1 msf. (KPDL share) on-going projects spread across prime locations

9.4 msf. to come under construction in FY14 including Pune's largest township, 'Life Republic Phase II' (3.1 msf.)

Expanding Presence in Bengaluru

Market Dynamics/ Demand Drivers

IT/ITeS sector accounts for about 55% of the total demand for organized real estate market in Bengaluru

Growth plans of several engineering and manufacturing companies based in the city

Demand from new migrants as well as investors

Availability of large parcels of land to drive supply

South-east, east and north key growth regions given proximity to major IT corridors and upcoming infra projects

High floor space index (FSI) allowed for development

Sales & Realization Trends

Residential units sold in Bengaluru are estimated to have grown at a CAGR of 6% from FY 2008 to FY 2012

Bengaluru recorded 35,000 residential units launched during 2012 and another 8,000 units in Q1 2013

Residential households expected to grow at 4-6% over the next 2-3 years

Real estate prices in Bengaluru have grown at 10-12% annually over the last five years

8-10% annual appreciation expected over the short to medium term

KPDL Positioning

Expanding presence in high demand Bengaluru market, leveraging 19 years of presence

Completed construction of over 0.5 msf.

Recorded 0.2 msf. of new area sales in FY13 in Bengaluru

Ongoing/planned projects to the tune of 2.5 msf. located at prime locations

Expanding into luxury segment with the launch of 24K project on Hosur Road in FY14 (0.6 msf. of saleable area)

Foray into Mumbai market

Market Dynamics/Demand Drivers

Financial and commercial capital of the country

Upcoming infra projects like Mumbai Metro, Monorail and the Eastern Freeway to boost realty market

Improved regulatory framework to enhance transparency levels, increase consumer confidence and demand

Redevelopment market opening up with recent amendments in the Development Control Rules

Sales & Realization Trends

Residential market showed signs of revival in 2012 driven by increase in demand and steady pricing

Increased absorption rates in Parel, Wadala, Dadar (E), Sewri and Chembur

Capital appreciation of 9–10% YoY in some of these key markets

South Central Mumbai continues to benefit from competitive pricing and location advantage

KPDL Positioning

Location agnostic looking at opportunistic deals offering strong value proposition and meets internal criteria

Highly deleveraged balance sheet and surplus investible funds to aid entry

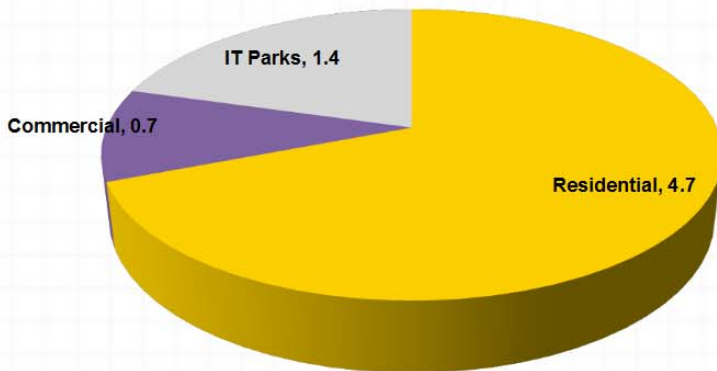
Exploring outright purchases with annual equity commitment upto Rs. 200 crore or JV route

To facilitate margin expansion and reduce working capital cycle going forward

Market entry strategy to focus initially on low risk society re-development projects with complete visibility of approvals

Details of Completed Projects

Completed Projects (msf.)



Pune Projects	Saleable Area (msf.)
Residential	4.2
IT Parks	1.4
Commercial	0.7
Total	6.3

Bengaluru Projects	Saleable Area (msf.)
Residential	0.5
Total	0.5

- ✦ Delivered 42 projects including 30 residential complexes, 8 commercial complexes, and 4 IT parks
- ✦ Comprising saleable area (KPD L share) of around 6.8 million square feet across Pune and Bengaluru

Details of Ongoing Projects

Details of ongoing projects as on 31st March, 2013

Projects	Saleable Area (msf.)	Location	KPDL Share (msf.)	Total Area sold (msf.)	Sales Value (Rs. mn.)	Collections (Rs. mn.)	Revenue recognized (Rs. mn.)
Life Republic - Phase 1	2.6	Hinjewadi, Pune	1.2	2.5	9,741	5,280	4,027
Corolla - Phase 1	1.9	Wagholi, Pune	0.7	1.6	4,744	4,345	2,083
Tuscan - Phase 1	0.4	Kharadi, Pune	0.2	0.3	1,528	1,276	995
Allura - I	0.3	Undri - NIBM, Pune	0.2	0.2	902	702	545
Margosa	0.7	Mohamad Wadi, Pune	0.4	0.6	2,189	1,865	1,703
Downtown - Phase 1	0.7	Kharadi, Pune	0.3	0.4	1,790	1,028	966
Glitterati 24K	0.5	Aundh Annexe, Pune	0.5	0.4	1,739	1,452	1,704
Green Olive	0.2	Hinjewadi, Pune	0.1	0.1	393	364	393
Green Groves	0.3	Wagholi, Pune	0.3	0.3	593	594	584
Ragga	0.7	Hennur Road, Bangalore	0.7	0.1	385	81	0
Cilantro	0.1	Wagholi, Pune	0.03	0.03	97	57	46
City Bay	0.1	Boat Club Road, Pune	0.1	0.02	172	78	131
City Centre	0.1	Hinjewadi, Pune	0.1	0.01	52	33	50
Total	8.6		4.8	6.6	24,324	17,155	13,226

Details of Forthcoming Projects

Projects	Saleable Area (msf.)	Location	KPDL Share (%)	Total Land Cost * (Rs. Mn)	Approval Status/Expected date of launch
Life Republic - Phase 2	6.9	Hinjewadi, Pune	45%	3,400	• 2 msf. expected in Q2 FY2014
Corolla - Phase 2	2.5	Wagholi, Pune	37%	946	• 1.5 msf. expected in Q3 FY2014
Tuscan - Phase 2	0.4	Kharadi, Pune	51%	676	• In process, expect partial approval through Q3 FY2014
Allura II	0.3	Undri, NIBM, Pune	75%	20	• Approved
Margosa III	0.3	Mohamad Wadi, Pune	50%	464	• In process, part expected in Q2 & Q4 FY2014
Downtown - Phase 2	1.1	Kharadi, Pune	51%	1,980	• In process, expected partly in Q1, Q2 & Q3 2013-14
Jazz	0.9	Aundh, Pune	100%	375	• In process – approvals expected by Q3 FY2014
Atria	0.2				• Approvals expected by Q3 FY2014
Glitterati 2	0.3				• Part approval expected by Q3 FY2014
Giga Residency	0.4	Viman Nagar, Pune	100%	900	• In process – part approvals expected in Q2 FY2014
Green Olive- Phase 2	0.1	Hinjewadi, Pune	60%	25	• Approval expected by end-FY2014
Wakad	2.0	Pune	100%	3,100 [^]	• In process, partly expected in Q2 & partly Q3 FY2014
Bavdhan	1.1	Pune	62%	90	• In process, expected in Q2 & Q3 2013-14
The Classique	0.2	Kormanagala, Bengaluru	100%	130	• Expect to launch the project by the end of Q2 FY2014
Mirabilis	0.6	Horamavu, Bengaluru	100%	70	• In process, expected in Q3 FY2014
Hosur Road	0.6	Bengaluru	100%	600	• Expect to launch project by early FY2015
Alyssa	0.4	Richmond Road, Bengaluru	100%	105	• Expected in Q1 FY2014
Total (msf.)	18.3		11.5		

*This is the land cost for all phases of a particular project

[^]Please note that the land cost for all projects has already been incurred. Only Rs. 550 million for the Wakad project remains to be paid upon receipt of final approvals.



Future Development Potential

Project	Title/MOU/DAPA /Saledeed/JV	Area (msf.)	Share of KPDL	KPDL Share (msf.)*	Comment
Sanjivani Township, Urse, Pune	JV	15.0	50%	7.5	<ul style="list-style-type: none"> 50:50 profit sharing JV with Sanjivani Remedies, a Pune based Pharma firm Launch targeted by end FY14 Awaiting land clearance from the Department of Urban Development
Ghotawade, Pune	JV	3.2	50%	1.6	<ul style="list-style-type: none"> JV with a petroleum company Target to launch a residential project by 1QFY15 Awaiting zone clearance from the Department of Urban Development
Sadapur, Lonavala	JDA	4.0	33.3%	1.3	<ul style="list-style-type: none"> Target launch of residential project in 2014
Lohgad, Lonavala	JDA	0.2	33.3%	0.1	<ul style="list-style-type: none"> At the design drawing level.
Aundh, Pune	JV	1.0	100%	1.0	<ul style="list-style-type: none"> Not under approval stage for next one year
Kalyani Nagar	Owned	0.6	100%	0.6	<ul style="list-style-type: none"> Not under approval stage for next one year
Boat Club Road, Pune	Saledeed	0.3	100%	0.3	<ul style="list-style-type: none"> Launch expected by end-FY2015
Total		24.3		12.4	

Expected divestment of agricultural plots

Project	Location	Area (acres)	Title/MOU/DAPA /Saledeed/JV	Share of KPDL	KPDL Share (acres)
Jambhe	Jambhe (Pune)	12	Saledeed	100%	12
Fursungi	Fursungi (Pune)	35	Saledeed/ MOU	100%	35
Kalus-Kharpudi	Chakan, Pune	44	Saledeed	100%	44
Yavat	Solapur Road, Pune	7	Saledeed/POA	100%	7
Total		97			97

Key Financial Highlights

Strong Financial & Operating Performance

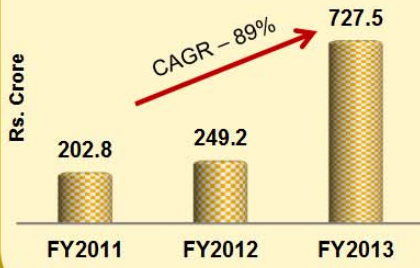
Robust Balance Sheet Position

Generating Strong Cash Flows



Strong Financial & Operational Performance

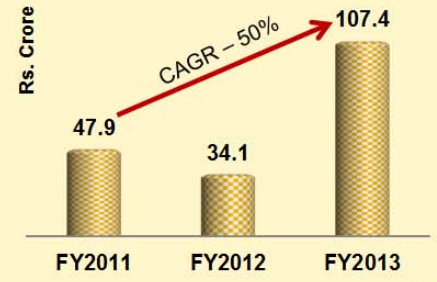
Operating income



EBITDA



PAT



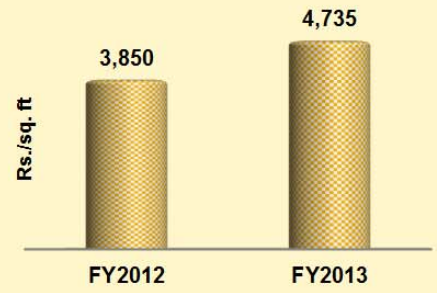
Sales Volume



Sales value



Price realization



Profit and Loss Snapshot

P&L Snapshot (in Rs. cr unless otherwise mentioned)	FY2013	FY2012	FY2011	CAGR (%)
Total operating income	727.5	249.2	204.5	89%
Total Expenses	541.3	183.6	120.0	112%
EBITDA	192.1	67.7	86.2	49%
EBITDA Margin (%)	26.9%	28.9%	45.4%	-
EBIT	186.2	65.6	84.5	48%
EBIT Margin	26.1%	28.0%	44.5%	-
Profit before tax	186.4	49.8	82.2	51%
Profit after tax	123.9	35.8	52.5	54%
Minority Interest	16.5	1.7	4.6	90%
Adjusted PAT after minority interest	107.4	34.1	47.9	50%
PAT margin (%)	15.1%	14.6%	25.2%	-
Basic EPS	14.18	4.50	6.32	50%

- ✚ Till FY11, sales generated on historical land bank acquired at lower costs led to higher margins
- ✚ High inflationary environment has led to an increase in construction costs in FY12 and FY13
- ✚ Margins expected to stabilize going forward

Robust Balance Sheet Position

Balance Sheet Snapshot (In Rs. cr unless otherwise mentioned)	31st March, 2013	31st March, 2012	31st March, 2011
Net Worth	717.2	708.1	699.5
Deferred tax liabilities	0.8	0.2	0.0
Gross debt	174.5	228.2	176.6
Cash & cash equivalents	112.2	46.4	41.2
Net debt	62.4	181.8	135.3
Current Investments	7.6	40.6	45.4
Inventories	982.6	989.2	873.8
Debt/Equity (x)	0.1	0.3	0.2
ROE (%)	15.0%	4.8%	6.8%
ROCE (%)	20.9%	7.0%	9.6%

- ⬇ Conservative debt policy based on project execution and cash flow visibility
- ⬇ Judicious structuring of every project to deliver higher capital efficiencies
- ⬇ Balancing growth aspirations with market uncertainties
- ⬇ Enhancing shareholder value through means like dividend payments
- ⬇ Open to evaluating long-term debt financing options at favorable rates on a project-to-project basis
- ⬇ To maintain debt at reasonable levels

Generating Strong Cash Flows

Cash Flow Snapshot (In Rs. cr unless otherwise mentioned)	FY13	FY12	FY11
Opening cash and cash equivalents	46.4	41.2	31.6
Net cash from/(used In) operating activities	158.1	15.4	177.1
Net cash from investing activities	-57.4	2.7	-47.6
Net cash from financing activities	-35.0	-13.0	-119.8
Closing cash and cash equivalents	112.2	46.4	41.2

- ✚ Healthy cash generation expected to continue as land parcels move to launches / revenue recognition stage
- ✚ Stated dividend policy to distribute 15-25% of net profits annually
- ✚ Balance amount to be used for land acquisition and other corporate purposes
- ✚ Proposed dividend of Rs. 3.5/share for FY13 amounting to dividend payout of ~25%

Project Snapshots – Key Ongoing Projects

Life Republic - Pune's largest residential township

Phase I - Saleable area 2.6 msf ; area sold 2.5 msf.; 36% construction complete



Current Progress of Phase I

Perspective on completion of all phases

Project Snapshots – Key Ongoing Projects

Downtown: Saleable area 0.7 msf. ; area sold 0.4 msf. ; 25% construction complete

Arisa



4th Slab in May 2013

Langston



Site progress - June 2013

Beryl



External Paint till 11th floor

Cheryl



Site progress - June 2013

Corolla: Saleable area 1.9 msf ; area sold 1.6 msf.; 66% construction complete

Ivy Apartments



Flooring completed till 10th floor

Umang Premier



Site progress - April 2013

Ivy Botanica



Plaster till 6th floor & tiling work till 4th floor completed

Outlook for FY2014

Operational Parameters

- ✚ Focused on maintaining construction quality and adherence to strict delivery timelines

Demand environment

- ✚ Expectations of lower interest rates and moderating inflation to improve buyer sentiment

New Sales and Realization

- ✚ Sales momentum to continue with expectations of 2.5-3.0 million square feet of new area sales
- ✚ Average realized rate expected at Rs. 5,000/sq. ft.

Geographical Expansion

- ✚ Evaluating various projects in the Mumbai market

Corporate Governance

- ✚ Focus on strengthening corporate governance practices and increasing organizational competences

About Kolte-Patil Developers Ltd.

Kolte-Patil Developers Ltd. (BSE:532924, NSE: KOLTEPATIL) is a leading Pune-based real estate company incorporated in 1991. Kolte-Patil is a well-reputed, trusted name with a reputation for high quality standards, design uniqueness, transparency and the delivery of projects in a timely manner. The company has developed and constructed 42 projects including 30 residential complexes, 8 commercial complexes, and 4 information technology parks covering a saleable area (KPDL share) of over 6.7 million square feet across Pune and Bengaluru.

The company has been accredited in the real estate and construction industry with an ISO 9001 (2000 series) certification since May 2002. The company has also fostered several long-term relationships with major financial institutions like ICICI Ventures and Yatra Capital, development and strategic partners like Portman Holdings, constructions partners like ANC Holdings (Dubai), real estate funds and individual investors as joint venture partners and co-investors in future projects. These partnerships are in line with the core strategy of equity led expansion, improve levels of corporate governance, increase sourcing and execution capabilities, help de-risk large scale project execution and facilitate expansion in newer markets.

Consolidating its leadership position in the Pune real estate market, the Company is expanding in the high demand Bengaluru market, leveraging 19 years of presence in this market. The company has also recently forayed into the Mumbai market where the initial market entry focus will be on low risk society re-development projects. The Mumbai foray is a long term strategy for the Company which will facilitate margin expansion going forward and reduce its working capital cycle.

The Company also believes in following best-in-class practices across every corporate decision. These include fairness in corporate practices, strong internal controls, Board constitution with 50% Independent Directors, managerial remuneration closely linked with earnings, maintaining conservative accounting practices and upholding minority shareholder interest across every decision. The Company has appointed Deloitte and KPMG as statutory and internal auditors respectively.

For further information, please contact:

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THANK YOU