



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: 25 May 2022

**Sub: Q4 & FY22 Financial Results Presentation of Kolte-Patil Developers Limited**

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

Dear Sir/Madam,

Please find enclosed herewith softcopy of “**Q4 & FY22 Financial Results Presentation**” of the Company and the presentation also being posted on the company's website: - [www.koltepatil.com](http://www.koltepatil.com).

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

**KOLTE-PATIL DEVELOPERS LTD.**

CIN : L45200PN1991PLC129428

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Bangalore Off : 121, The Estate Building, 10th floor, Dickenson Road, Bangalore - 560042 . India Tel.: 80 - 4662 4444 / 2224 3135 / 2224 2803 Web : [www.koltepatil.com](http://www.koltepatil.com)

# POWER OF DISCIPLINE

Doing more with less to deepen  
our anti-fragile foundation



## Kolte-Patil Developers Limited

Q4 FY22  
Results Presentation

## 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 labor 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



Life Republic - Pune



Verve - Mumbai



Raaga - Bengaluru

**Note:** All financial numbers in the presentation are on Completion Contract Method (CCM)



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# Power Of Discipline – Deliver More With Less

## Asset-light growth

Successive years of Debt reduction

No dilution



ROCE ~13%  
(4-year average)



## Sustained market leadership

Among the healthiest sectorial sales throughputs



Consistently positive operating cash flows



## Sound capital allocation

Strengthened sales pipeline for next round of growth



Collections trending higher



## Diversifying geographical presence

Sales and marketing cost efficiencies



Benchmark credit-rating





# Kolte-Patil Developers: At a Glance



## Leading

Residential real estate player in Pune  
*(Awarded as Most Reputed Brand in Pune)*

## 3 Decades

of presence being incorporated in 1991

## ~27 MSF

Project portfolio - under execution, approval, land bank and DMA

## > 23 MSF

of area delivered across Pune, Bengaluru and Mumbai

## ~13%

Four year RoCE average – strong returns profile

## A+/Positive (ICRA) A+/Stable (CRISIL)

One of the best rating for a residential developer rated by ICRA and CRISIL

## Diversifying Presence

Mumbai and Bengaluru contribution was 32% in FY22

## Shareholding

Promoters – 74.45%  
Institutions – 5.68% , Others – 19.87%

## NSE/BSE Listed

IPO in Dec 2007

## Commenting on the performance for Q4 FY22 Mr. Rahul Talele, Group CEO, Kolte-Patil Developers Limited said:

*"FY22 marked a year of demand revival, even as intermittent disruptions were seen almost throughout the period. With sales volume of 2.71 million square feet, we closed the year in line with our stated guidance. From a sales value perspective, we recorded our best ever year - Sales Value was up 45% YoY to Rs. 1,739 crore in FY22.*

*We have now entered FY23 on the back of the strong momentum achieved in the second half FY22. Q4 FY22 was the second consecutive quarter with sales value of over Rs. 500 crore. Compared to H1, our H2 sales value was up 57% to Rs. 1,062 crore, H2 sales volume was up 53% to 1.64 msf and H2 collections were up 41% to Rs. 921 crore.*

*In addition to the growth in business, we are seeing higher diversification that has resulted in almost 32% of sales by value coming from Mumbai and Bengaluru. Our Mumbai portfolio has reported its best ever performance with a sales value of ~Rs. 450 crore, up 150% YoY. Verve and Vaayu have performed well and witnessed improved realisations. Mumbai portfolio is moving as per plan, and will continue to scale in the coming years with increased launches and business development activity.*

*Pursuing our objective of risk diversification in the business, within the Pune portfolio as well, several projects are lined up for launches in the coming quarters resulting in decreasing reliance on specific locations even as Life Republic remained the top selling projects in Pune during 2021. Further, from a new business development perspective we are focusing on newer micro markets in Pune.*

*We reduced Net Debt by Rs. 179 crore during FY22 and by Rs. 41 crore during Q4FY22. This was the third consecutive year of Net Debt reduction, with Rs. 386 crore being reduced in last three years. As on March 31, 2022 Net Debt/Equity stood at 0.14x. Further, collections were the highest ever in the Company's three-decade history for both Q4 FY22 and FY22. Strong collections enabled us to deliver strong OCF of over Rs. 508 crore in FY22.*

*We now look forward to expand on the platform of these achievements; our objective would be to deliver 25-30% sales value growth in FY23. We have a solid balance sheet position and remain well placed to aggressively pursue business development initiatives in FY23 and expect to conclude deals with a cumulative top line of Rs. 7,000. Further, in FY23 we are looking to launch projects in the pipeline that currently include saleable area of 5.4 million square feet with aggregate top line potential of Rs. 4,600 crore.*

*We see a strong drive on the deliveries front and, expect more than 3 million square feet of customer handovers during FY23. Linked to project completion and deliveries would be higher revenue recognition. To sum up, we are geared up to capitalize on the industry consolidation and create newer growth records in the coming years while maintaining our financial discipline."*

## Operational Highlights – Q4 FY22



New area sales	Q4FY22	Q3FY22	Q4FY21	QoQ	YoY	FY22	FY21	YoY
Volume (million sq. ft.)	0.78	0.86	0.85	-9%	-8%	2.71	2.08	30%
Value (Rs. million)	5,005	5,610	5,110	-11%	-2%	17,390	12,010	45%
Realization (Rs./Sq. ft.)	6,418	6,489	5,988	-1%	7%	6,407	5,785	11%
Collections (Rs. million)	5,004	4,210	4,420	19%	13%	15,740	11,280	40%

▪ **Achieved Sales Value of Rs. 1,739 crore in FY22, up 45% YoY, which is by far the highest ever recorded**

- Sales Volumes of 2.71 msf in FY22 saw significant uptick compared to 2.08 msf in FY21
- Strong improvement in H2 FY22 over H1 FY22, in terms of both volume and value
- **Highest Ever Mumbai Sales Value of Rs. 450 crore in FY22, up 150% YoY**
  - Evara, Verve and Vaayu have been received exceedingly well by customers

▪ **Q4 FY22 was second consecutive quarter with sales value of over Rs. 500 crore**

- Contribution from projects outside Pune closed at 32% of Sales Value, allowing further business diversification in line with the strategic plan
- Mumbai portfolio has reported a sales value of ~Rs. 129 crore in Q4 FY 22, up 45% YoY

- Bengaluru recorded sales value Rs.26 crore in Q4 FY 22

▪ **Collections were the highest ever in the Company's three-decade history for both Q4 FY22 and FY22**

- Collections of Rs. 1,574 crore in FY22, up 40% YoY, Collections of Rs. 500 crore in Q4 FY22, up 13% YoY
- Strong focus on sales, registrations, construction and CRM has enabled this strong performance in collections

▪ **APR improved by 11% YoY during FY22, driven by improved realizations in project sales across Pune and Bengaluru markets as well as 26% contribution to Sales Value from Mumbai**

▪ **Reduced Net Debt by Rs. 179 crore during FY22 and by Rs. 41 crore during Q4FY22. Third consecutive year of Net Debt reduction, with Rs. 386 crore being reduced in last three years. As on March 31, 2022 Net Debt/Equity at 0.14**

▪ **Strong collections have resulted in strong operating cash flows Rs. 508 cr in FY22.**



# Sales & Collections – Ongoing Projects – Q4 FY22



Projects	Location	Area Sold (msf.)	Sales Value (Rs. mn.)	APR (Rs./sft.)	Collections (Rs. mn.)
Life Republic	Hinjewadi	0.15	852	5,648	1,407
Universe(R10) ,LR	Hinjewadi	0.09	547	6,100	479
Stargaze	Bavdhan	0.06	355	6,443	496
Three Jewels	Kondhwa	0.06	261	4,515	370
Ivy Estate	Wagholi	0.08	348	4,137	360
Centria	NIBM	0.00	18	5,513	86
Western Avenue	Wakad	0.00	10	6,709	35
Tuscan	Kharadi	0.01	34	6,706	94
Jazz II (Opula)	Aundh	-	-	-	35
DMA	Wagholi/Baner	0.12	622	4,728	206
Equa	Wagholi	0.03	120	4,536	25
Crown	Moshi	0.01	47	3,899	87
Green Olives	Hinjewadi	0.00	5	4,732	23
Other Projects		0.04	232	6,583	282
<b>Total (Pune Projects)</b>		<b>0.65</b>	<b>3,451</b>	<b>5,279</b>	<b>3,985</b>
Raaga	Hennur Road	0.02	85	5,455	154
Exente	Hosur Road	0.03	176	5,379	220
<b>Total (Bengaluru Projects)</b>		<b>0.05</b>	<b>261</b>	<b>5,404</b>	<b>374</b>
Jai-Vijay*	Ville Parle (E)	0.01	172	20,650	53
Evara	Borivali (W)	-	-	-	207
Verve	Goregaon (W)	0.03	611	17,757	307
Vaayu	Dahisar (W)	0.04	510	14,545	78
<b>Total (Mumbai Projects)</b>		<b>0.08</b>	<b>1,293</b>	<b>16,618</b>	<b>645</b>
<b>Total (Pune + Bengaluru + Mumbai Projects)</b>		<b>0.78</b>	<b>5,005</b>	<b>6,418</b>	<b>5,004</b>

**Note:** \*Includes JP Morgan area

## Region-wise Sales – Q4 FY22

**Total Area  
Sold**  
0.78 msf

**Total Sales  
Value**  
Rs. 5,005 mn

**Total  
Collection**  
Rs. 5,004 mn

### Total (Mumbai Projects)

0.08 msf

Rs. 1,293 mn

Rs. 645 mn

### Total (Pune Projects)

0.65 msf

Rs. 3,451 mn

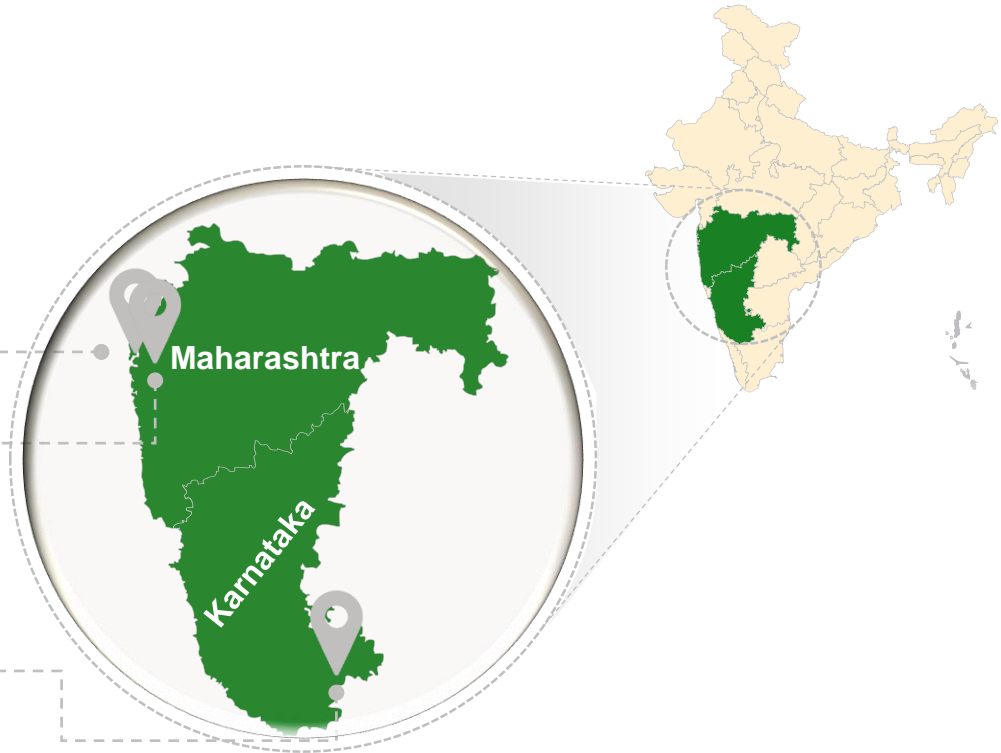
Rs. 3,985 mn

### Total (Bengaluru Projects)

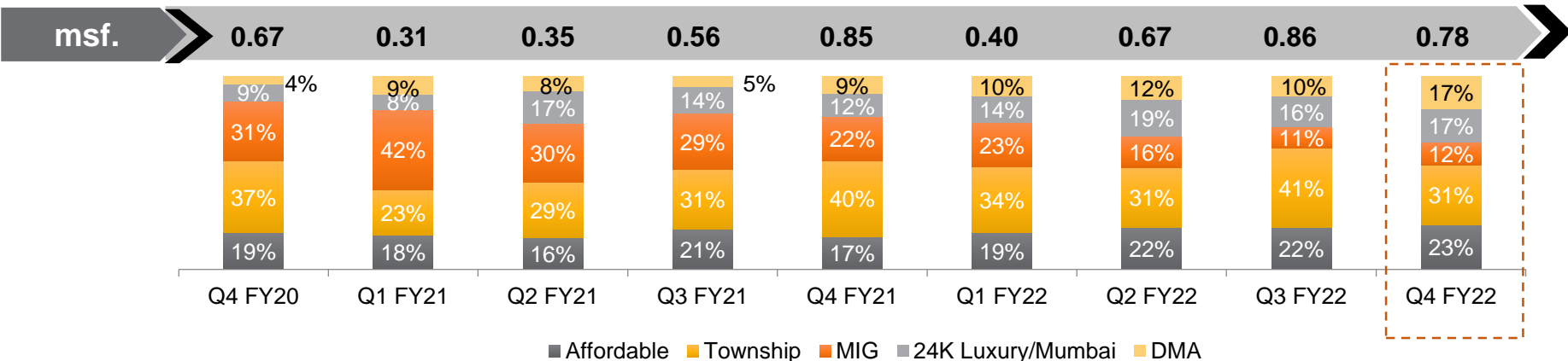
0.05 msf

Rs. 261 mn

Rs. 374 mn

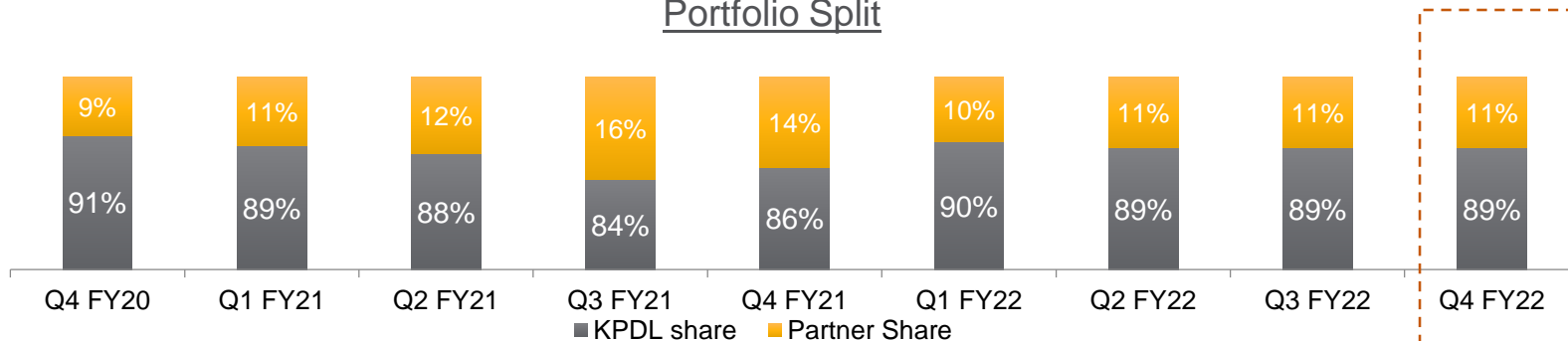


# New Sales Analysis – Q4 FY22



**Affordable** – Ivy estate, Three Jewels, Crown, Equal | **Township** – Life Republic | **MIG** – Western Avenue, Centria, Tuscan, Raaga, Exente, Mirabilis, GOV | **24K Luxury/Mumbai** – Opula, Atria, Jai-Vijay, Evara, Grazio, Stargaze, Verve, Vaayu

## Portfolio Split



Note: Volume in million square feet is based on saleable area

# Priority Launches



Pune Projects	Location	Use	Saleable Area (msf.)
Baner	Baner	Mixed Use	1.33
Down Town	Kharadi	Residential / Retail	0.68
Tathawade*	Tathawade	Residential / Retail	0.55
Life Republic (R14)	Hinjewadi	Residential / Retail	1.07
Giga	Viman Nagar	Commercial	0.86
Boat Club	Boat Club Road	Commercial	0.36

Mumbai Projects	Location	Use	Saleable Area (msf.)
Golden Pebbles	Kalina	Residential	0.13
Sukh Niwas	Khar	Residential / Retail	0.03
Jeevan Sudha	Andheri	Residential	0.12

Bengaluru Projects	Location	Use	Saleable Area (msf.)
Raaga 3	Hennur Road	Residential	0.25

\*DM project

- Launches planned across all 3 cities of presence – Pune, Mumbai & Bengaluru
- Saleable area of ~5.38 msf
- Aggregate topline potential of over ~Rs. 4,600 crore

# Judiciously building project pipeline for the next round of growth

FY19

- Bought 50% stake from ICICI Venture in Life Republic taking KPDL share to 95%
- Acquired balance 49% equity stake in Downtown project from IL&FS

FY20

- Signed three new projects with a combined saleable area of ~1.6 msf\* in Pune (Wagholi, Kiwale and Ravet) under DM model. Expected DM fees of Rs. 85-88 crore

FY21

- Signed three new projects with a combined saleable area of ~2.2 msf in Pune (Baner, Moshi, Wagholi) under capital light models. Expected Total Topline of ~Rs. 1,500 crore and KPDL PBT of ~Rs. 220 crore
- Unlocked (Agreement to Approval to Launch ready) three redevelopment projects with a combined saleable area of ~0.52 msf in Mumbai (Evara, Verve, Vaayu). Expected Topline of over Rs. 1,000 crore

FY22

- Signed a new project with a combined saleable area of ~0.55 msf in Pune (Tathawade) under DM model. Expected DM fees of ~Rs. 35 crore
- In process to unlock three redevelopment projects with a combined saleable area of ~0.3 msf in Mumbai (Sukh Niwas, Golden Pebbles, Jeevan Sudha). Expected Topline of ~ Rs. 700 crore
- Created platform with Planet Smart City to develop 15,000 housing units. Projects for the platform to be added across Pune, Mumbai and Bengaluru within three years

Focused on meaningful (both in terms of area and value) additions to portfolio across Pune, Bengaluru and Mumbai

Targeting acquisitions through outright/structured deals and JVs/JDAs/DMA's with land owners / other developers



# Mumbai Presence - Expanding Footprint

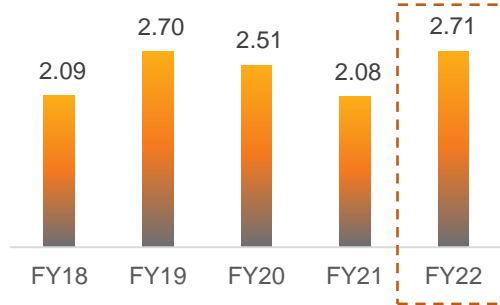
Faster Creation for Faster Paced  
City  
Mumbai



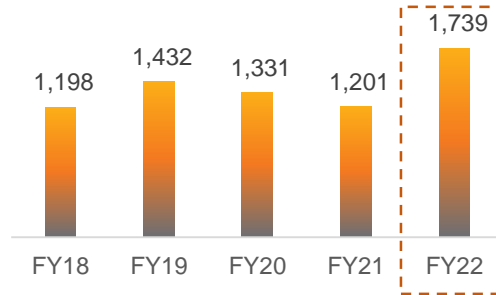
Map not to scale, for representation purpose only\*

## Performance Highlights – Five Years

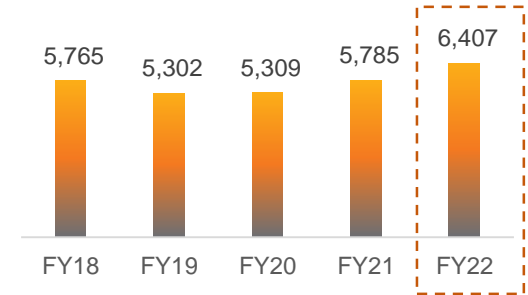
### Sales Volume, msf



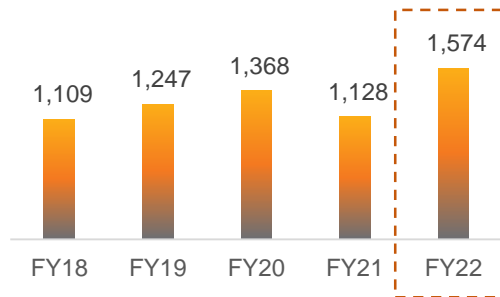
### Sales Value, Rs. Crore



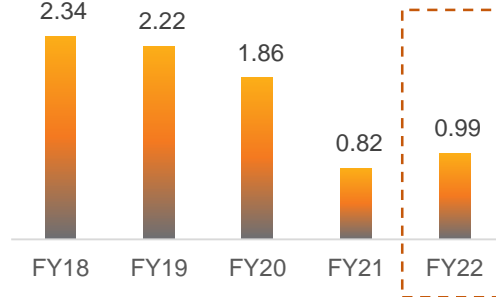
### APR, Rs./sft.



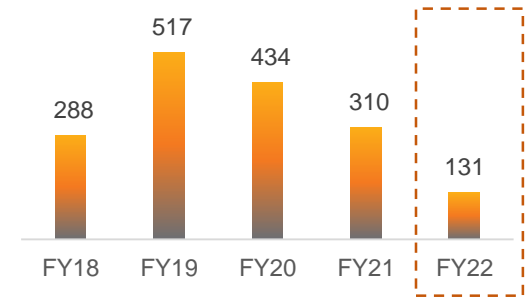
### Collections, Rs. Crore



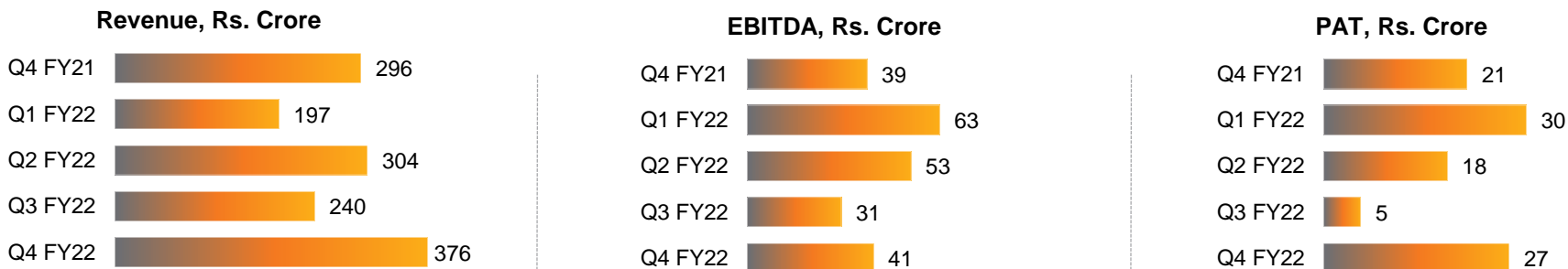
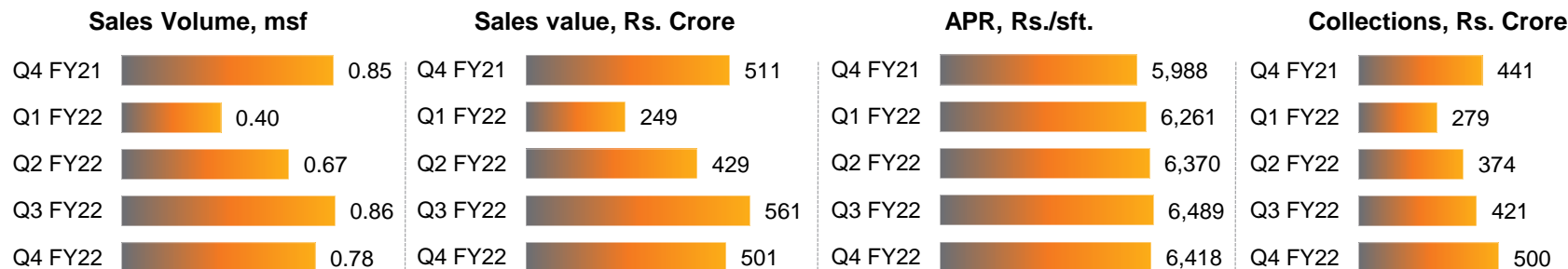
### Delivery, msf



### Net Debt, Rs. Crore



# Performance Highlights – Q4 FY22



Note: Volume in million square feet is based on saleable area ; Collections include contribution from DMA projects

# Abridged Cash Flows



Abridged Cash flows - (Rs. crore)	Q4 FY22 (Un-Audited)	FY22 (Un-Audited)
<b>Opening Balance*</b>	<b>218</b>	<b>188</b>
<b><u>Operating Activities</u></b>		
Collections	477	1516
Construction Cost	-197	-739
Other Expenses	-71	-225
Strategic Land Monetization	0	66
Direct & Indirect Taxes	-43	-110
<b>Operating Cashflow</b>	<b>166</b>	<b>508</b>
<b><u>Financing Activities</u></b>		
Interest	-10	-40
OD/CC Movement	67	-42
OCD/CCD/Zero Coupon NCD (Redemption)/Subscription	-19	-109
Issue of Preference shares	0	60
<b>Financing Cashflow</b>	<b>38</b>	<b>-131</b>
<b><u>Investing Activities</u></b>		
TDR/Premium Costs/Approval Cost	-16	-72
Society Related Payments	-20	-25
JV Partner/Land Cost	-36	-118
<b>Investing Cashflow</b>	<b>-72</b>	<b>-215</b>
<b>Closing Balance*</b>	<b>350</b>	<b>350</b>

- The inflows and outflows for associate companies are considered in the above cash flow. Accordingly, the closing balance includes Rs.52 crore pertaining to associate companies which are not consolidated in the consolidated financial statements. Further, this also includes Rs. 8 crore pertaining to Bank deposits having maturities of more than 12 months from the Balance Sheet date.

# Consolidated Debt Profile



Consolidated Debt Profile (Rs. crore)	31 <sup>st</sup> Mar, 2022	31 <sup>st</sup> Dec, 2021	31 <sup>st</sup> Mar 2021
	CCM	CCM	CCM
<b>Net Worth</b>	959	932	894
<b>Gross Debt</b>	522	467	665
Less: OCD / CCD / OCRPS / Zero Coupon NCD*	100	101	190
<b>Debt</b>	421	366	475
Less: Cash & Cash Equivalents & Current Investments**	290	194	165
<b>Net Debt</b>	131	172	310
<b>Net Debt to Equity</b>	0.14	0.19	0.35

- During the quarter, the Company has been assigned a long-term rating of 'ICRA A+/Positive'. This along with the existing 'CRISIL A+/Stable' rating further enhances KPDL's rating profile and highlights its focus on corporate governance.
- Third consecutive year of Net Debt reduction, with Rs. 386 crore being reduced in last three years.
- During Q4 FY22 and FY22 , Net Debt reduced by Rs. 41 crore and Rs. 179 crore respectively.

\*Issued to KKR in Life Republic Township

\*\*The Cash & Cash Equivalents & Current Investments are as per financial statements and does not include balances pertaining to associate companies which are not consolidated in the consolidated financial statements. Further, this does not include amount of Bank deposits having maturities of more than 12 months from the Balance Sheet date.



# Consolidated Profit and Loss Snapshot

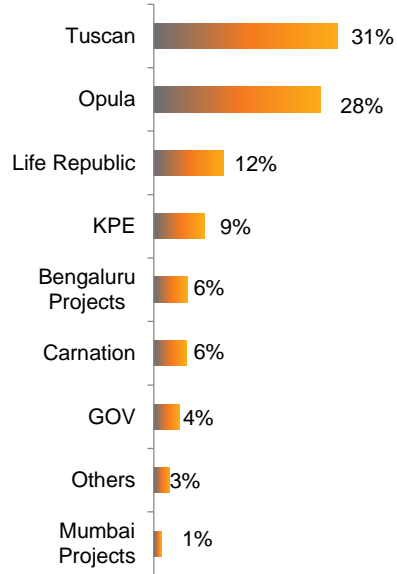


P&L Snapshot (Rs. crore)	Q4 FY22	Q3 FY22	Q4 FY21	QoQ	YoY	FY22	FY21	YoY
Revenue from Operations	376.1	240.3	296.1	56.5%	27.0%	1117.5	691.7	61.5%
EBITDA	40.5	30.5	38.9	32.7%	4.0%	186.2	62.4	198.5%
EBITDA Margin (%)	10.8%	12.7%	13.1%	NA	NA	16.7%	9.0%	NA
<b>Profit before tax</b>	<b>33.8</b>	<b>20.7</b>	<b>28.5</b>	<b>63.8%</b>	<b>18.9%</b>	<b>144.8</b>	<b>-3.2</b>	<b>NA</b>
Net profit/loss after tax before exceptional items	27.0	14.9	21.8	81.6%	23.7%	93.4	-3.8	NA
Exceptional items	2.2	-9.2	0.0	NA	NA	-6.9	0.0	NA
Net profit/loss after tax (pre-MI)	26.7	7.1	20.9	275.3%	27.7%	84.8	-4.8	NA
PAT Margin % (pre-MI)	7.1%	3.0%	7.1%	NA	NA	7.6%	-0.7%	NA
<b>Net Profit (post-MI)</b>	<b>26.8</b>	<b>5.4</b>	<b>20.9</b>	<b>399.9%</b>	<b>28.6%</b>	<b>79.4</b>	<b>-5.5</b>	<b>NA</b>
<b>PAT Margin % (post-MI)</b>	<b>7.1%</b>	<b>2.2%</b>	<b>7.0%</b>	<b>NA</b>	<b>NA</b>	<b>7.1%</b>	<b>-0.8%</b>	<b>NA</b>

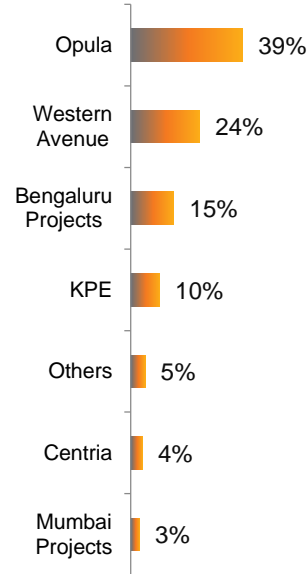
# Revenue Recognition – Q4 FY22 vs Q4 FY21 & FY22 vs FY21



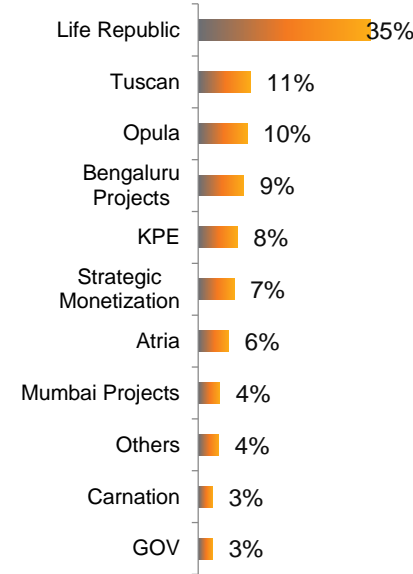
## Q4 FY22 Rs. 376 crore



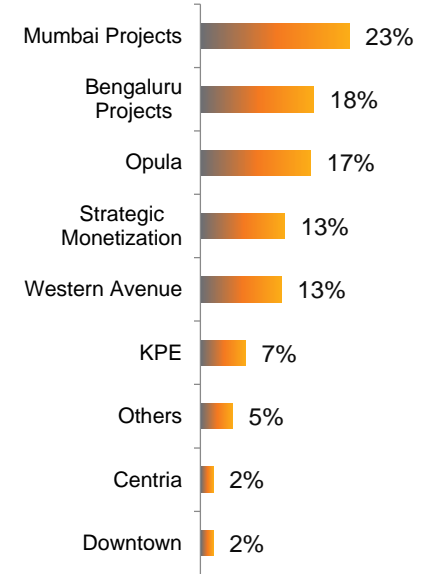
## Q4 FY21 Rs. 296 crore



## FY22 Rs. 1,118 crore



## FY21 Rs. 692 crore



# KPDL Project Portfolio – 31.03.22



## Gross Details (including partner's share)

Projects	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank
Jazz II (Opula)	100%	0.00	-	-
Atria	100%	0.01	-	-
Giga	100%	-	0.85	-
Stargaze	62%	0.17	-	-
Western Avenue	100%	0.01	-	-
Ivy Estate	100%	0.08	-	-
Downtown	100%	0.01	0.68	0.41
Life Republic^	95%	0.76	1.06	9.82
Universe (R10), LR	49%	0.17	0.65	-
Tuscan	100%	0.00	-	-
Three Jewels	20%	0.22	-	-
Green Olive Venture	60%	0.00	-	-
Centria	100%	0.01	-	-
Pimple Nilakh	100%	-	0.60	-
Ghotawade	50%	-	-	3.2
Aundh	100%	-	-	1.00
Kalyani Nagar	100%	-	-	1.00
Wagholi	36%	0.05	0.14	-
Baner	66%	-	1.33	-
Crown,Moshi	50%	0.02	0.54	-
Boat Club Road	100%	-	0.36	-
<b>Pune Total:</b>		<b>1.51</b>	<b>6.21</b>	<b>15.43</b>

## Gross Details (including partner's share)

Projects	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank
Jai Vijay	100%	0.01	-	-
Evara	100%	0.00	-	-
Vaayu	100%	0.08	-	-
Verve	100%	0.16	-	-
Sukh Niwas	100%	-	0.03	-
Golden Pebbles	100%	-	0.13	-
Jeevan Sudha	100%	-	0.12	-
Other Mumbai Projects	100%	-	-	0.57
<b>Mumbai Total:</b>		<b>0.25</b>	<b>0.28</b>	<b>0.57</b>

Projects	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank
Raaga	100%	0.02	0.25	-
Exente	100%	0.06	-	-
24K Grazio	100%	0.19	-	-
<b>Bengaluru Total:</b>		<b>0.27</b>	<b>0.25</b>	<b>-</b>

Projects	Total	Ongoing & Unsold	Under Approval	Land Bank
<b>Owned Projects</b>	<b>24.77</b>	<b>2.03</b>	<b>6.74</b>	<b>16.00</b>
<b>DM Projects</b>	<b>1.89</b>	<b>0.01</b>	<b>1.86</b>	<b>-</b>
<b>Total Company Portfolio</b>	<b>26.66</b>	<b>2.04</b>	<b>8.62</b>	<b>16.00</b>

Saleable area in million square feet based on current FSI norms and subject to change; ^Total FSI potential is 1.7 in Life Republic; Current potential has been considered based on a FSI of 1.0

## Sector consolidation

- First round of consolidation resulted from implementation of RERA and GST benefiting organized, execution-focused developers.
- Covid-19 has resulted in further consolidation and benefit strong balance sheet developers like KPDL

## Demand

- WFH/Hybrid work model has increased demand across product segments
- Still on of the lowest inflation-adjusted home prices in many years, moderation in interest rates have considerably improved affordability and overall consumer sentiment

## Consolidating leading position in Pune

- KPDL is leveraging its strong brand name/market position to accelerate development and launch subsequent phases of ongoing projects

## Diversifying geographical presence

- 10 society redevelopment projects in Mumbai - 2 completed, 3 newly launched, 5 future projects
- Mumbai and Bengaluru contribution reached ~32% of sales value in FY22

## Operational Excellence

- Focus to be faster sales, approvals, construction and collection
- Strong digital connect to act as an incremental sales channel
- Prudent investments in technology to reduce construction time

## New project acquisition

- Targeting acquisitions of 10 msf of new business development with topline potential of ~Rs.7,000 crores in FY23 - across geographies through outright/structured deals and JVs/JDAs/DMA's
- Created platform with Planet Smart City to develop 15,000 housing units. Singed 2<sup>nd</sup> project of this platform, for the Community Engagement Platform

## Efficient capital deployment

- Continue to evaluate strategic and financial partnerships that enable us to scale our operations while limiting capital commitment

## Healthy RoCE

- Successful implementation of strategy driving strong return profile with average. ROCE of ~13% for last four years
- Looking at further scale benefits in Pune and greater Bengaluru/Mumbai contribution

## Priority Launches

- 3 cities – Pune, Mumbai & Bengaluru
- ~5.38 msf of saleable area
- ~Rs. 4,600 crore of topline potential

# Small to mid sized journey completed. Mid to large sized journey begins

Leading real estate  
brand in Pune

~31% sales value from  
Mumbai and Bengaluru  
in Q4 FY22

Growing property  
development  
partnerships

Maturing Life Republic;  
point of take-off

Stronger marketing  
engine

Declining debt



This is where we are



This is where we wish to go

Amongst India's top five  
real estate players

Double our sales while  
maintaining profitability

Grow our Pune  
presence and leadership

Expand market share in  
Mumbai and Bengaluru

Deepen cash-light  
global partnerships

Accelerate Life Republic  
sales

Develop benchmark  
programs on ESG  
and customer-centricity



# Awards and Recognitions

## KPDL RECEIVED 60+ AWARDS IN THE LAST FIVE YEARS

### KPDL Awards

- ☉ **Trusted Brand of the Year**, Times Realty, 2021-22
- ☉ **Top Developer of the year**, Times Real Estate Icons , 2020-21
- ☉ **India's Top Challengers**, Construction World Global Aw, 2020-21
- ☉ **India's Most Trusted Real Estate Brand**, TRA's Brand Trust Report 2020
- ☉ **Best Realtor** , Times Realty, 2019-20
- ☉ **Brand Excellence in Real Estate Sector**, ABP News, 2019-20
- ☉ **Developer of the Year Residential** , CNN NEWS18, 2019-20
- ☉ **Most Trusted brand**, ET Now, 2019-20
- ☉ **Brand of the Year**, Economic Times, 2018-19
- ☉ **Game Changer of Maharashtra**, **Economic Times, 2017-18**
- ☉ **Luxury Developer of the Year – 24K**, Times Network, 2017-18
- ☉ **Most Trusted Real Estate Brand**, Times Network, 2017-18
- ☉ **India's Top Challengers**, Construction World 2017-18
- ☉ **Developer of the Year**, Realty Plus, 2016-17
- ☉ **Brand of the Year**, Golden Bricks Awards (Dubai), 2016-17
- ☉ **Asia's Greatest Brand**, Asia One, 2016-17

### Project Awards

- ☉ **Residential High Rise Architecture India- 2021**, Asia Pacific Property Awards (IPA), 2020-21
- ☉ **Top Township projects (above 350 acres)**, Times Real Estate Icons, 2020-21
- ☉ **Integrated Township of the year**, CNN News18, 2019-20
- ☉ **Luxury Project of the year – 24K Stargaze**, ET Now, 2019-20
- ☉ **Innovative marketing campaign of the year – Life Republic**, ET Now, 2019-20
- ☉ **Luxury Project of the year – 24K Stargaze**, Times Network, 2017-18
- ☉ **Integrated Township of the year – Life Republic**, ABP News, 2016-17
- ☉ **Best Township Project of the year – Life Republic**, Golden Bricks Awards (Dubai), 2016-17

## About Kolte-Patil Developers Ltd.

**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 and non-convertible debentures have been rated 'A+ / Stable' by CRISIL, one of the highest rating accorded by CRISIL to any publicly listed residential real estate player in India. In addition, the Company is also rated 'ICRA A+/Positive' by ICRA. 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).



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**THANK  
YOU**

