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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: 05 February 2021

Sub: Q3 FY21 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 **"Q3 FY21 Financial Results Presentation"** of the Company and the presentation also being posted on the company's website: - www.koltepatil.com.

This is for your information and record.

Thanking you,

For Kolte-Patil Developers Limited

Kolte-Patil Developers Limited

Vinod Patil
Company Secretary and Compliance Officer
Membership No. A13258

Encl: As above

विश्वासाचे प्रतिक

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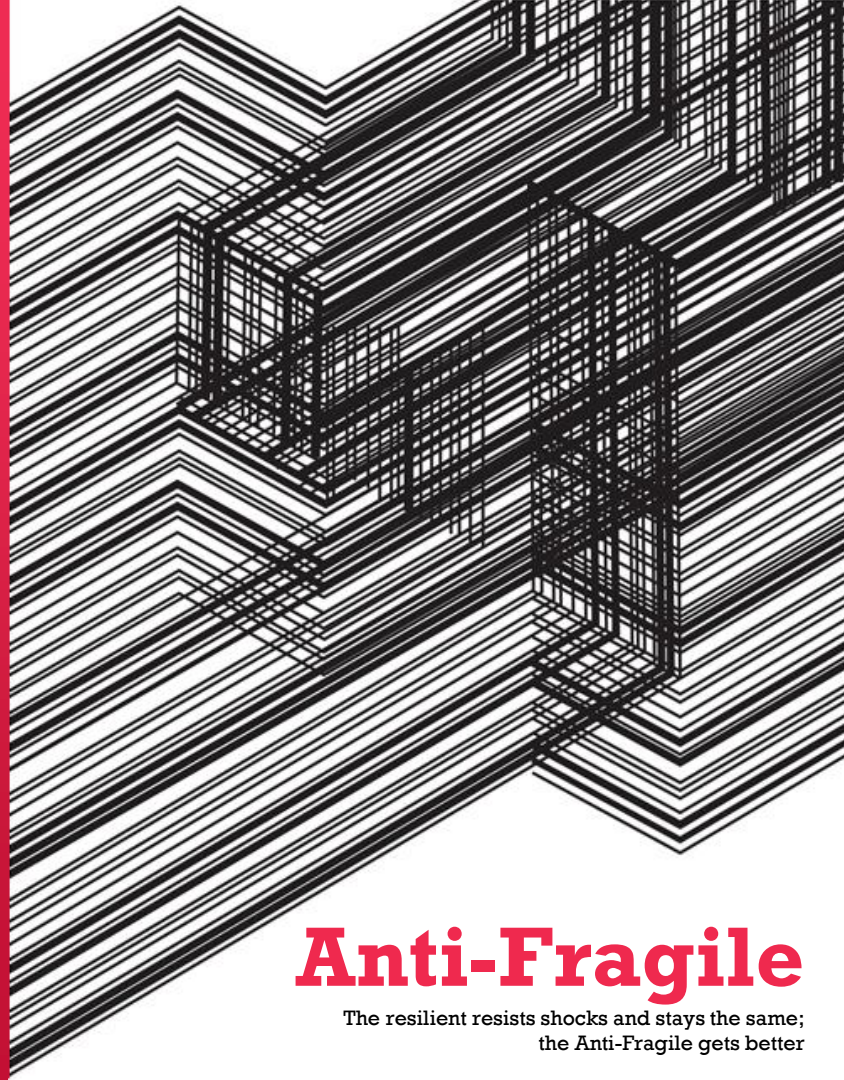
Kolte-Patil Developers Limited

Q3 & 9M FY21
Results Presentation



Anti-Fragile

The resilient resists shocks and stays the same;
the Anti-Fragile gets better

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

Jai Vijay - Mumbai

RAAGA - Bengaluru

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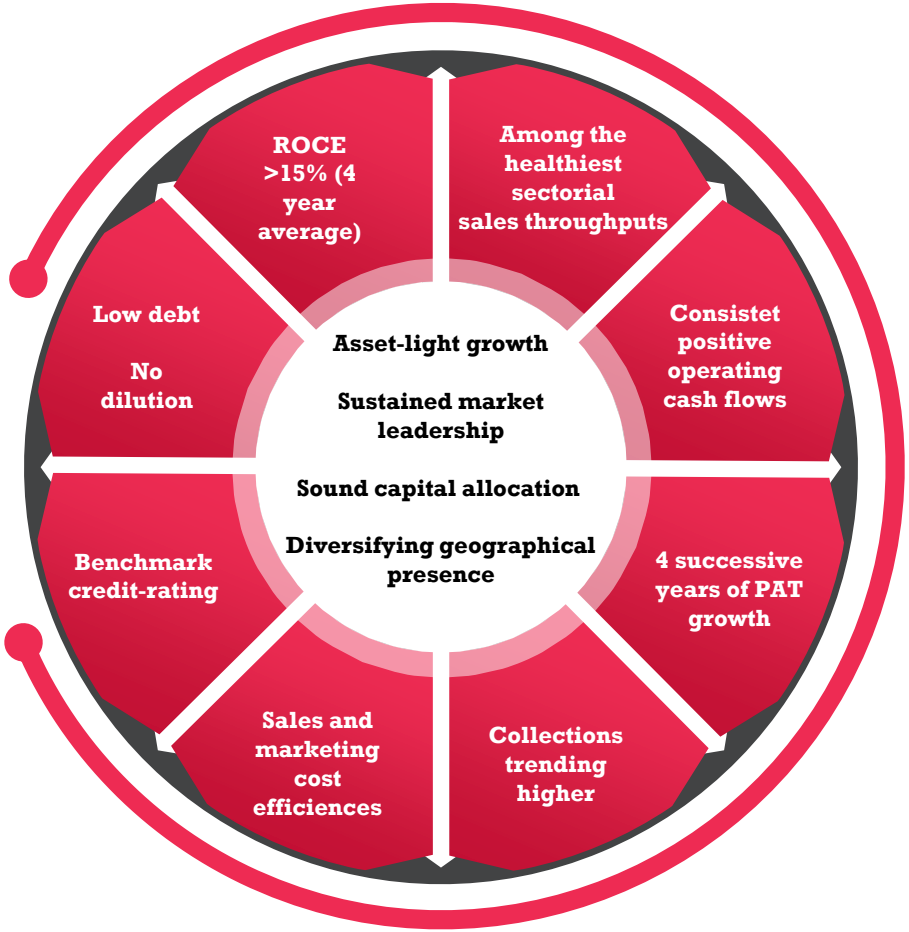
Anti-Fragile - Sustained sectorial outperformance across market cycles



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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

28 MSF

Project portfolio - under execution, approval and land bank

>20 MSF

of area delivered across Pune, Bengaluru and Mumbai

15+%

Four year RoCE avg – strong returns profile

A+/Stable

Highest rated residential player By CRISIL

Diversifying Presence

Mumbai and Bengaluru expected to grow to ~25% of sales by 2022

Key Investors

Pabrai Funds – 10.0%
Goldman Sachs – 3.5%

NSE/BSE Listed

IPO in Dec 2007

Shareholding

FII's	14.22%
DII/Others	11.33%
Promoters	74.45%

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CEO's Message

"Q3FY21 was the best ever quarter for KPDL in terms of collections - highest ever in the company's three-decade history. On a sequential basis collections have nearly doubled signaling the turnaround in our ecosystem where sales, registrations, construction and CRM are all functioning optimally. We are also glad to share, the month of January has seen collections at Rs. 160 crore, which is our best ever monthly number. We are expecting to sustain the momentum and report strong collections in Q4FY21.

We have managed to reduce our Net Debt by Rs. 83 crore during the last quarter despite the final tranche payment to ICICI Venture. Our Net Debt/Equity is at 0.29 x, which is lowest it has been in the last few years. Given our collections outlook and low interest outgo we expect to deliver healthy free cash flows despite FY21 being a pandemic year.

Further, we closed the quarter with an expected improvement in sales momentum that will allow us to achieve our stated guidance of 1.8 msf for FY21. Sales growth was driven by improved performance across our three geogaphies of Pune, Bengaluru and Mumbai. Further, realizations improved both YoY and QoQ due to increased contribution from Mumbai portfolio.

Towards the end of December we launched a project each in Pune and Mumbai. Evara, at Borivali has received strong interest from Mumbai buyers since its launch in December end. We are excited to soon launch Hari Ratan, Goregaon and Sagar Vaibhav, Dahisar soon as the demolition of existing structures has already taken place at both the sites. With four projects at Mumbai including Jai Vijay, the coming quarters will see increased contribution from our Mumbai portfolio.

Universe at Sector R10, Life Republic has witnessed strong digital as well as physical response with over 200 units booked in 25 days since its launch. The sales velocity at this project, buyout of stake from internal accruals and strategic monetization within a short period of time showcase the intrinsic value creation prospects at this township.

Recently, we had added three new projects with a combined saleable area of 2.2 msf under revenue share and profit share structures which will strengthen our market share in Pune. The expected Total Topline from these projects is ~Rs. 1,500 crore and KPDL PBT is of ~Rs. 220 cr, which will further improve our ROCEs. We are focused on meaningful (both in terms of area and value) additions to our portfolio across Pune, Bengaluru and Mumbai in the coming quarters.

We welcome the FY22 Union Budget where the government has discarded its fiscal conservatism and shifted gears towards enhancing long-term growth potential of India through aggressive capex allocation and mix of reforms. The 2020 crisis has transformed the entire real estate ecosystem where all the stakeholders including Developers, Channel Partners, Bankers, Governments and Consumers are choosing prudence, transparency, quality and execution; moving towards being truly 'Aatmanirbhar'. These qualities have been hallmarks of Kolte-Patil's self-sustainable business model and we expect to scale up strongly as this leg of consolidation unfolds in the coming years."

Commenting on the performance for Q3 FY21
Mr. Gopal Sarda, Group CEO, Kolte-Patil Developers Limited said:

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Operational Highlights – Q3 FY21

New area sales	Q3 FY21	Q2 FY21	Q3 FY20	QoQ	YoY	9M FY21	9M FY20	YoY
Volume (million sq. ft.)	0.55	0.35	0.82	**56.1%**	**-33.1%**	1.22	1.82	**-33.3%**
Value (Rs. million)	3,170	1,944	4,084	**63.1%**	**-22.4%**	6,756	9,599	**-29.6%**
Realization (Rs./Sq. ft.)	5,762	5,517	4,966	**4.4%**	**16.0%**	5,553	5,264	**5.5%**
Collections (Rs. million)	3,815	2,007	3,200	**90.1%**	**19.2%**	6,869	9,900	**-30.6%**

- **Q3 FY21 collections were at Rs 382 crore, nearly doubled sequentially – highest ever quarterly collections in the Company's history**
  - Virtuous cycle back on track – sales, registrations, construction and CRM all in optimal mode
- **Expect to sustain this collections momentum in Q4 FY21 driven by Life Republic and Bengaluru projects**
- **Sales volumes at 0.55 msf in Q3 FY21, up 56% QoQ; booking value at Rs 317 crore, up 63% QoQ**
  - Driven by improvement across the three geographies of Pune, Bengaluru and Mumbai
  - Demand across product segments
- **New launches at Pune and Mumbai see positive traction**
  - Universe at Sector R10, Life Republic launched towards end of December has witnessed strong digital as well as physical response with over 200 units booked in 25 days since launch
  - Evara, at Borivali has received strong interest from Mumbai buyers since its launch in end of December
- **Realizations improved both YoY and QoQ due to increased contribution from Mumbai portfolio**
- Completed third and final tranche payment of Rs. 70 crore for buy-out of ICICI Venture's 50% stake in Life Republic
- **Reduced Net Debt by Rs. 83 crore during the last quarter despite the final tranche payment to ICICI Venture. As on Dec 31, 2020 Net Debt/Equity at 0.29 x, lowest in the last few years**

Note: *Collections include contribution from DMA projects (Q1 FY20 – Rs. 17 cr, Q2 FY20 – Rs. 16 cr, Q3 FY20 – Rs.13 cr, Q1 FY21 – Rs. 4 cr, Q2 FY21 – Rs. 8 cr , Q3FY 21-Rs.13 Cr)*

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Business Development - Signed three new projects in Pune

- Signed three new projects with a combined saleable area of ~2.2 msf in Pune under capital light models
- Expected Total Topline of ~Rs. 1,500 crore and KPDL PBT of ~Rs. 220 cr
- Nominal refundable deposits especially compared with the profitability upside available
- These new projects will further strengthen the Company's market position in Pune market
- All the three locations of the new projects are established micro-markets within Pune and are strategically located with multiple schools, hospitals, retail and residential spaces in close proximity

Sr. No.	Location	Plot Area	Saleable Area (million sq. ft.)	Use	Structure
1	Baner	7.5 acres	~1.33	Mixed Use	Revenue Share
2	Moshi	7.9 acres	~0.63	Residential	Profit Share
3	Wagholi	2.3 acres	~0.25	Residential	Profit Share

- Focused on meaningful (both in terms of area and value) additions to portfolio across Pune, Bengaluru and Mumbai in the coming quarters
- New capital light acquisitions to strengthen ROCEs further

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Launch Calendar – Next Nine Months

Pune Projects	Location	Use	Saleable Area (msf.)
Universe Phase 2 (R10), LR	Hinjewadi, Pune	Residential / Retail	0.70
Giga	Viman Nagar	Commercial	0.60
Boat Club	Boat Club Road	Commercial	0.40
Down Town	Kharadi	Residential / Retail	0.50
Pimple Nilakh	Pimple Nilakh	Residential	0.60
Baner	Baner	Residential / Commercial / Retail	1.33
Moshi	Moshi	Residential	0.65
Wagholi	Wagholi	Residential	0.25

Mumbai Projects	Location	Use	Saleable Area (msf.)
Sagar Vaibhav	Dahisar	Residential	0.17
Hari Ratan	Goregaon	Residential / Retail	0.27

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

- Launches planned across all 3 cities of presence – Pune, Mumbai & Bengaluru
- Saleable area of ~5.9 msf
- Aggregate topline potential of over ~Rs. 5,200 crore

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Mumbai Presence - Expanding Footprint

Faster Creation for Faster Paced City
Mumbai

- Completed
- Nearing Launch (Topline of ~ Rs. 1,100 crore)
- Future Projects (Topline of ~ Rs. 1,500 crore)

Map not to scale, for representation purpose only*

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6 ways we built a stronger Company over the last few years

We strengthened our cash flows through increased collection efficiency, quicker construction, faster sales and lower debt

We sold a larger number of apartments in both launch as well as sustenance phase of projects

We increased our economic interest in the landmark Life Republic property

We accelerated the construction and handover of completed apartments

We increased our exposure to the attractive Mumbai and Bengaluru markets

We protected the integrity of our Balance Sheet

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Performance Highlights – Last Four Years

Revenue, Rs. Crore

PAT, Rs. Crore

Net Debt, Rs. Crore

Note: The Company has adopted IND AS 115 during Q1 FY19, effective from 1st April 2018 and has opted for modified retrospective method. In order to facilitate like-to-like comparison and continuity of information flow, financials based on the erstwhile applicable Percentage of Completion Method (POCM) of accounting for revenue recognition have been shown above.

Sales Volume, mn sq. ft.

Sales Value, Rs. Crore

Collections, Rs. Crore

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

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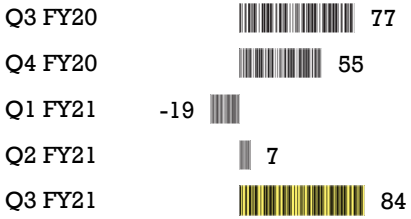
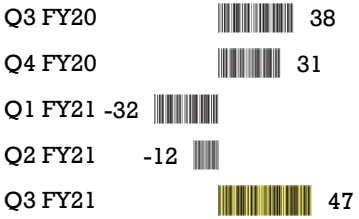
Performance Highlights – Q3 FY21

Revenue, Rs. Crore

EBITDA, Rs. Crore



PAT, Rs. Crore



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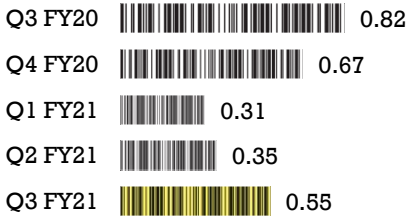
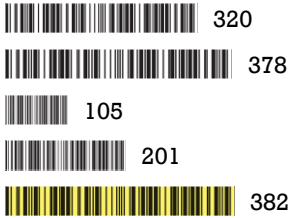
Sales Volume, mn sq. ft.



Sales value, Rs. Crore

APR, Rs./sft.

Collections, Rs. Crore



Note: Volume in million square feet is based on saleable area;
Collections include contribution from DMA projects (Q1 FY20 – Rs. 17 cr, Q2 FY20 – Rs. 16 cr, Q3 FY20 Rs. 13 cr, Q4 FY20 – Rs. 9 cr, Q1 FY21 – Rs. 4 cr, Q2 FY21 – Rs. 8 cr, Q3FY 21-Rs.13 Cr)

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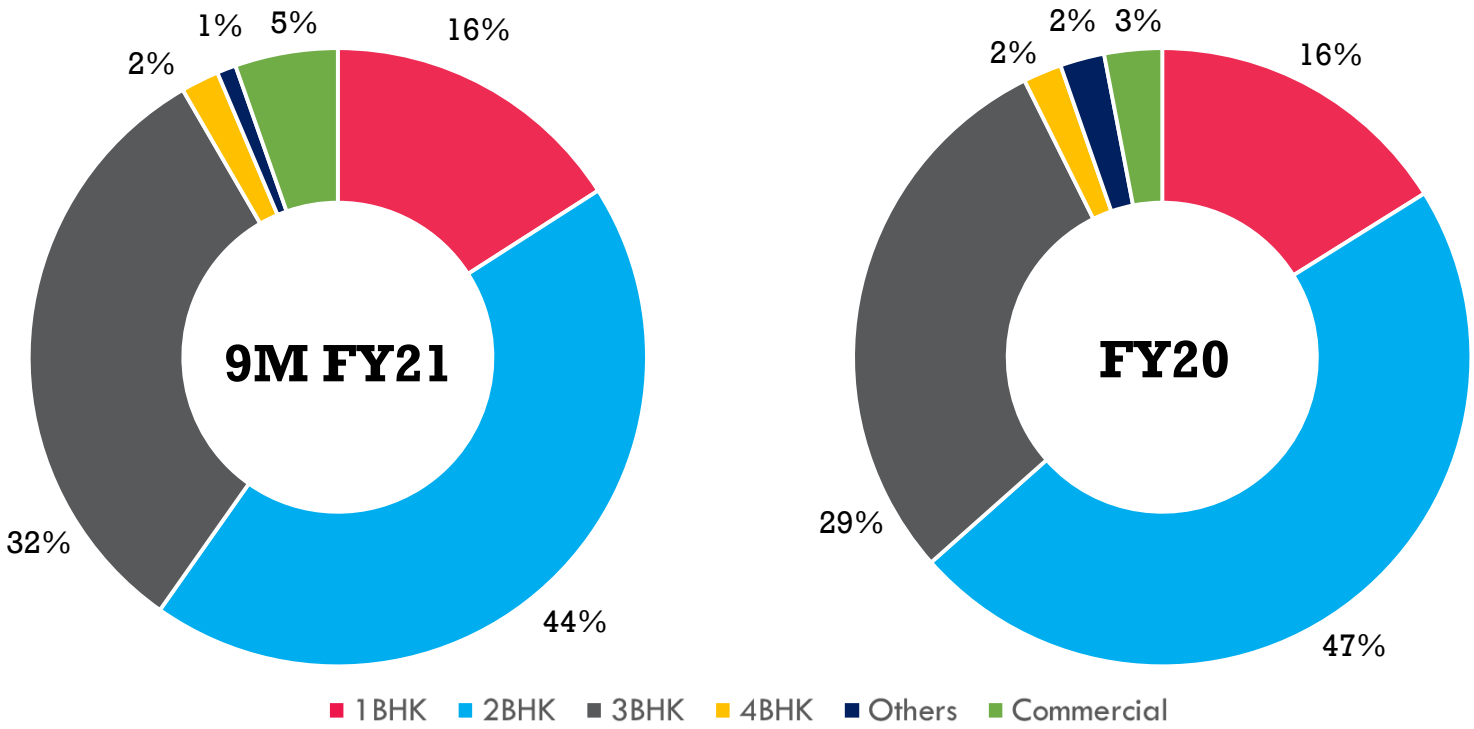
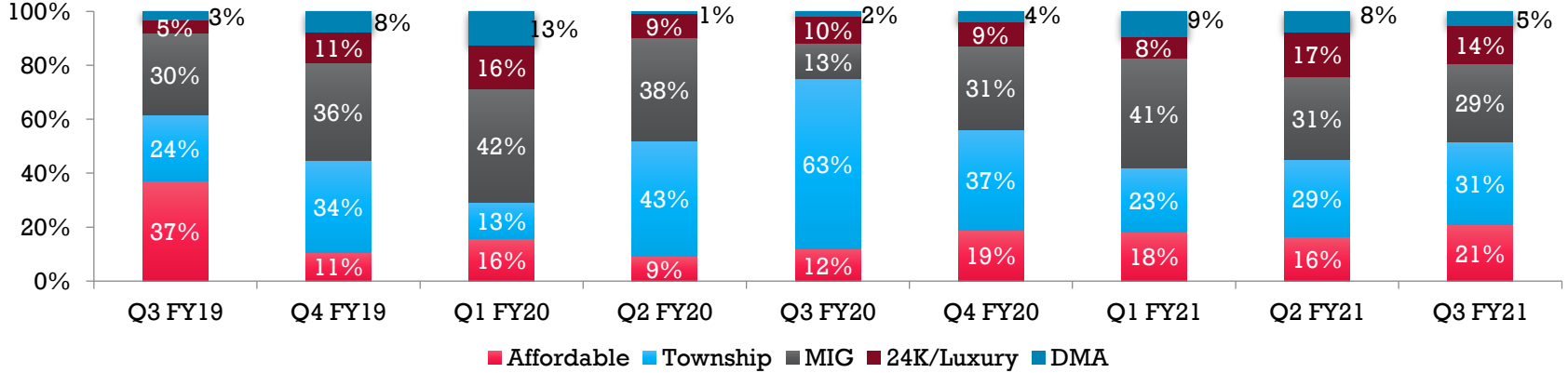
Product-wise Sales



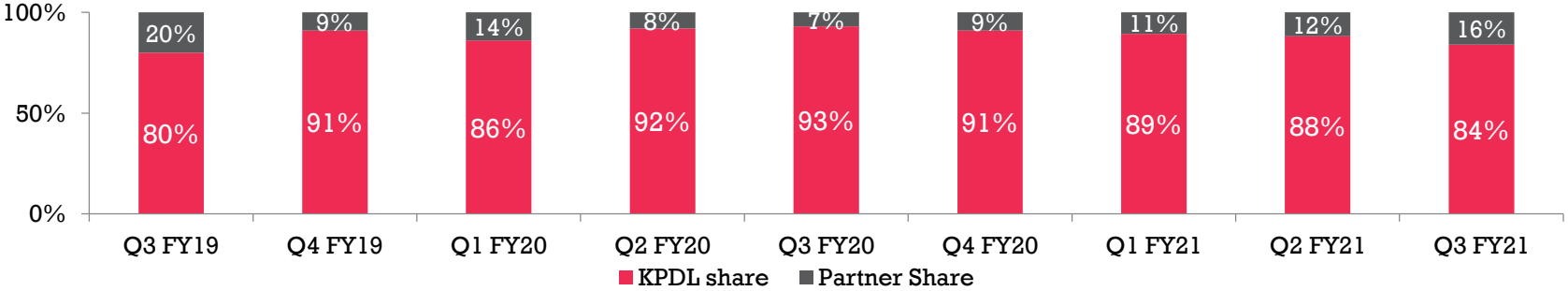
Note: *The category of 'Others' includes Duplex, Row House and Plots.*

New Sales Analysis – Q3 FY21

msf.	Q3 FY19	Q4 FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21	Q2 FY21	Q3 FY21
	0.80	0.63	0.51	0.50	0.82	0.67	0.31	0.35	0.55



Affordable – Ivy estate, Three Jewels| **Township** – Life Republic | **MIG** – Western Avenue, Centria, Tuscan, Bengaluru Projects | **Luxury** – Opula, Atria, Jai-Vijay, Evara,Grazio, Stargaze



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

Abridged Cash Flows

Abridged Cash flows - Unaudited (Rs. crore)	Q3 FY21 (Un-Audited)	9M FY21 (Un-Audited)
Opening Balance	96	97
Operating Cashflow		
Collections	369	663
Construction Cost	-131	-280
Other Expenses	-47	-116
Direct & Indirect Taxes	-14	-33
Financing & Investing Activities		
Interest	-14	-41
OD/CC Movement	-49	-38
OCD/CCD (Redemption)/Subscription	-4	1
Strategic Land Monetization	30	75
TDR/Premium Costs/Approval Cost/Redevelopment Rental & Corpus	-16	-32
JV Partner/Land Cost	-28	-84
Tranche III Payment – LR Buyout	-61	-81
Closing Balance	**131**	**131**

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Consolidated Debt Profile

Consolidated Debt Profile (Rs. crore)	31st December, 2020		30th September, 2020		31st March, 2020	
	CCM	POCM^	CCM	POCM^	CCM	POCM^
Net Worth	884	1,236	861	1,188	905	1,229
Gross Debt	691	691	744	744	728	728
Less: OCD / CCD / OCRPS / Zero Coupon NCD*	197	197	201	201	196	196
Debt	494	494	543	543	532	532
Less: Cash & Cash Equivalents & Current Investments	132	132	97	97	98	98
Net Debt	363	363	446	446	434	434
Net Debt to Equity	0.41	0.29	0.52	0.38	0.48	0.35

**Issued to KKR in Life Republic Township; ^Company Calculations*

- During 9MFY21, Net Debt reduced by Rs. 71 crore
- During Q3FY21, Net Debt reduced by Rs. 83 crore

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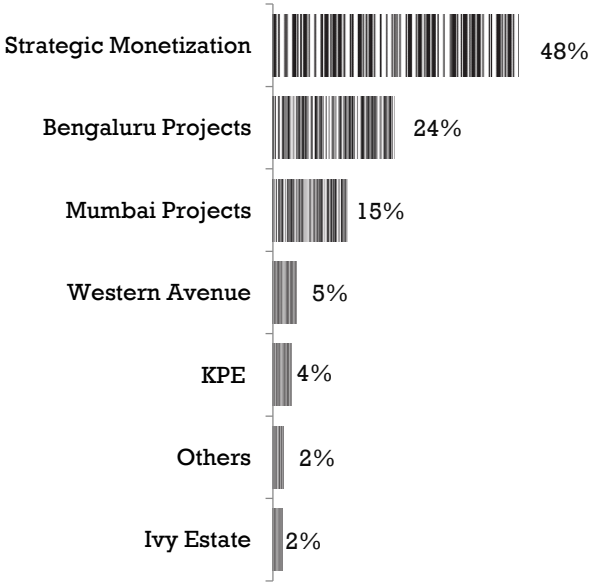
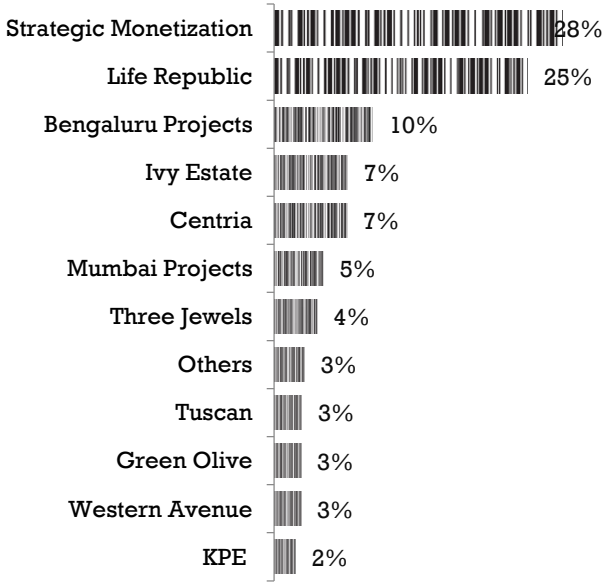
Revenue Recognition – Q3 FY21 vs Q3 FY20

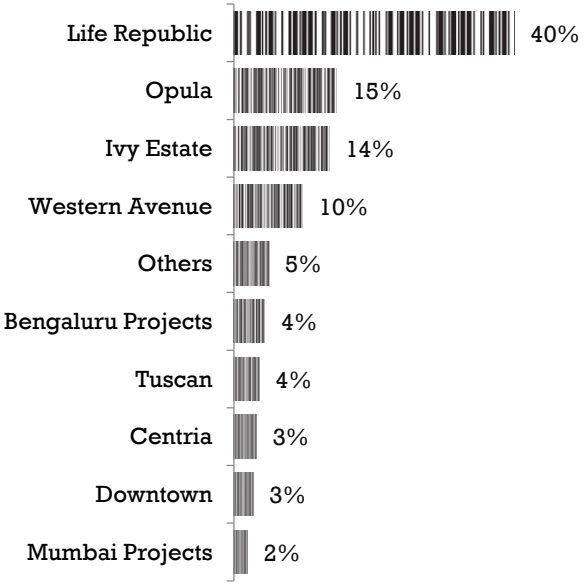
Q3 FY21 – Rs. 190 crore (CCM)



^Q3 FY21 – Rs. 323 crore (POCM)



^Q3 FY20 – Rs. 337 crore (POCM)



^ Note: The Company has adopted IND AS 115 during Q1 FY19, effective from 1st April 2018 and has opted for modified retrospective method. In order to facilitate like-to-like comparison and continuity of information flow, financials based on the erstwhile applicable Percentage of Completion Method (POCM) of accounting for revenue recognition have also been included.

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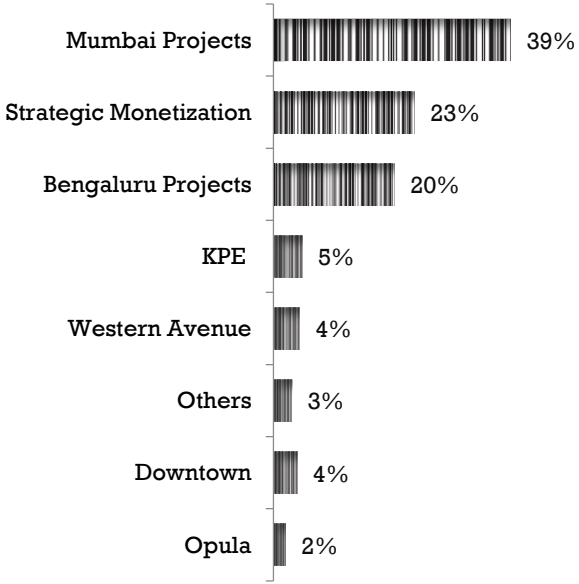
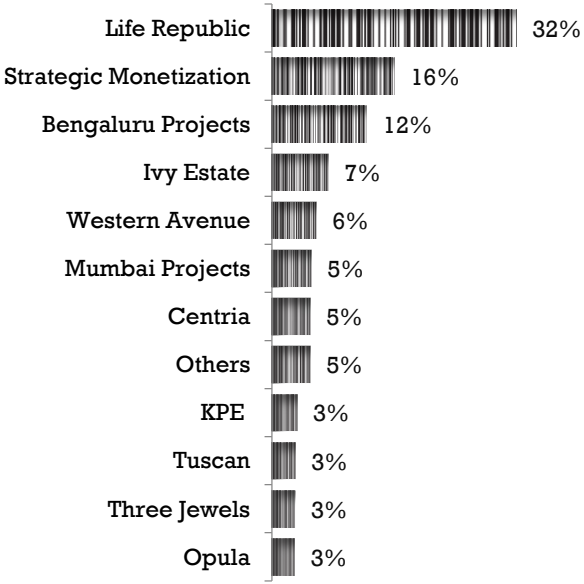
Revenue Recognition – 9M FY21 vs 9M FY20

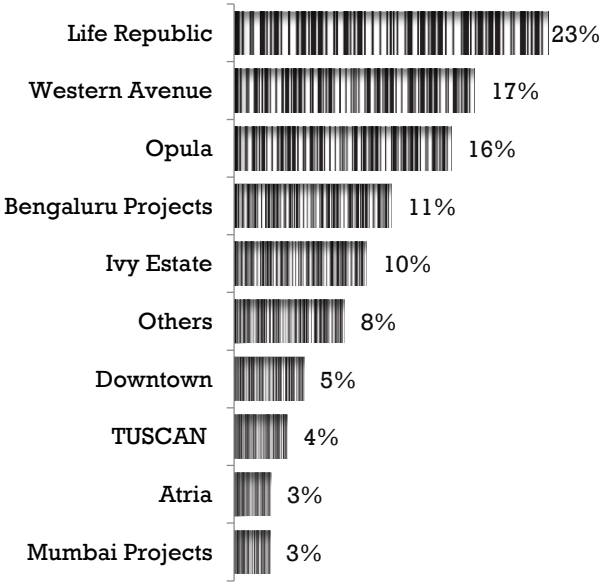
9M FY21 – Rs. 396 crore (CCM)



9M FY21 – Rs. 570 crore (POCM)



9M FY20 – Rs. 946 crore (POCM)



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Profit and Loss Snapshot – Q3 FY21 vs Q3 FY20

P&L Snapshot (Rs. crore)	Q3 FY21*	Q3 FY20	Q3 FY21	Q3 FY20^	YoY
Revenue Recognition Method	Reported CCM	Reported CCM	POCM	POCM	POCM
Revenue from Operations	190.3	130.2	322.9	336.7	-4.1%
Cost of materials consumed	114.3	88.3	203.8	220.7	-7.6%
Employee benefits expense	13.0	13.3	13.0	13.3	-2.0%
Depreciation	2.6	4.9	2.6	4.9	-47.6%
Other expenses	17.5	25.9	22.4	25.9	-13.5%
Total Expenses	147.3	132.3	241.8	264.7	-8.7%
EBITDA	45.5	2.8	83.7	76.8	8.9%
EBITDA Margin (%)	23.9%	2.1%	25.9%	22.8%	3.1%
Finance cost	18.3	21.7	18.3	21.7	-15.7%
Other income	4.4	4.2	4.4	4.2	3.8%
Profit before tax	29.1	-19.6	67.2	54.4	23.4%
Total tax expenses	4.0	-5.3	14.3	13.5	5.5%
Net profit after tax (pre-MI)	25.0	-14.3	52.9	40.9	29.3%
Non-controlling interests	2.50	-1.27	6.04	3.19	-
Net Profit (post-MI)	22.5	-13.1	46.8	37.7	24.0%
EPS	2.95	-1.71	6.15	4.95	-

COMMENTS (POCM)

- Revenue from operations includes revenue from strategic monetization of Rs.90.74 crore

**Note: The Company has adopted IND AS 115 (Completion Contract Method – CCM) during Q1 FY19, effective from 1st April 2018 and has opted for modified retrospective method; ^In order to facilitate like-to-like comparison and continuity of information flow, financials based on the previously applicable Percentage of Completion Method (POCM) of accounting for revenue recognition have also been included.*

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Profit and Loss Snapshot – 9M FY21 vs 9M FY20

P&L Snapshot (Rs. crore)	9M FY21*	9M FY20	9M FY21	9M FY20^	YoY
Revenue Recognition Method	Reported CCM	Reported CCM	POCM	POCM	POCM
Revenue from Operations	395.7	907.8	570.0	946.4	-39.8%
Cost of materials consumed	284.9	557.2	403.0	624.7	-35.5%
Employee benefits expense	47.7	43.2	47.7	43.2	10.4%
Depreciation	9.5	14.3	9.5	14.3	-33.8%
Other expenses	39.6	77.6	47.4	77.6	-38.9%
Total Expenses	381.7	692.3	507.6	759.9	-33.2%
EBITDA	23.5	229.8	71.9	200.9	-64.2%
EBITDA Margin (%)	5.9%	25.3%	12.6%	21.2%	-8.6%
Finance cost	56.1	66.4	56.1	66.4	-15.6%
Other income	10.4	37.9	10.4	37.9	-72.5%
Profit before tax	-31.6	186.9	16.8	158.0	-89.4%
Total tax expenses	-6.0	85.0	7.1	44.5	-84.1%
Net profit after tax (pre-MI)	-25.7	101.9	9.7	113.4	-91.4%
Non-controlling interests	0.7	13.0	6.7	7.2	-
Net Profit (post-MI)	-26.4	88.9	3.0	106.2	-97.2%
EPS	-3.47	11.66	0.39	13.94	-

COMMENTS(POCM)

- Revenue from operations includes revenue from strategic monetization of Rs.90.74 crore
- Other income in 9M FY20 includes ~Rs. 28 crore towards fair valuation of OCD's linked to FSI towards ICICI Venture buy-out in Life Republic.
- Profitability mainly impacted by lower revenues on account of temporary suspension of operations in H1 FY21 due to COVID 19.

**Note: The Company has adopted IND AS 115 (Completion Contract Method – CCM) during Q1 FY19, effective from 1st April 2018 and has opted for modified retrospective method; ^In order to facilitate like-to-like comparison and continuity of information flow, financials based on the previously applicable Percentage of Completion Method (POCM) of accounting for revenue recognition have also been included.*

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Sales & Collections – Ongoing Projects – Q3 FY21

Projects	Location	Area Sold (msf.)	Sales Value (Rs. mn.)	APR (Rs./sft.)	Collections (Rs. mn.)
Life Republic	Hinjewadi, Pune	0.11	569	4,989	1,317
Universe (R10),LR	Hinjewadi, Pune	0.06	295	5,292	20
Ivy Estate	Wagholi, Pune	0.06	240	4,290	360
Tuscan	Kharadi, Pune	0.01	34	6,597	189
Western Avenue	Wakad, Pune	0.00	26	6,318	291
Jazz II (Opula)	Aundh, Pune	-	-	-	209
Three Jewels	Kondhwa, Pune	0.05	228	4,661	118
Stargaze	Bavdhan, Pune	0.04	259	5,912	90
Centria	NIBM Pune	0.04	203	5,000	130
DMA	Wagholi, Pune	0.03	100	3,359	127
Other Projects		0.06	349	5,948	320
Total (Pune Projects)		**0.46**	**2,301**	**5,041**	**3,170**
Raaga	Hennur Road, Bengaluru	0.04	183	4,940	168
Exente	Hosur Road, Bengaluru	0.02	113	5,132	74
Total (Bengaluru Projects)		**0.06**	**296**	**5,012**	**327**
Jai-Vijay	Ville Parle (E), Mumbai	0.01	180	22,986	305
Evara	Borivali (W), Mumbai	0.03	393	14,703	13
Total (Mumbai Projects)		**0.03**	**572**	**16,581**	**319**
Total (Pune + Bengaluru + Mumbai Projects)		**0.55**	**3,170**	**5,762**	**3,815**

Note: APR shown is net of Anti Profiteering Benefit passed on to customers per transitional requirement under GST Act *; volume in million square feet is based on saleable area*

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KPDL Project Portfolio – 31.12.20

Projects	KPDL Share	Gross Details (including partner's share) Ongoing & Unsold	Under Approval*	Land Bank
Jazz II (Opula)	100%	0.01	-	-
Atria	100%	0.01	-	-
Giga Residency	100%	-	0.60	-
Stargaze	62%	0.43	-	-
Western Avenue	100%	0.08	-	-
Ivy Estate	100%	0.44	-	-
Downtown	100%	0.01	0.60	-
Life Republic^	95%	1.24	2.50	9.24
Universe (R10), LR	49%	1.36	-	-
Tuscan	51%	0.01	-	-
Three Jewels	30%	0.49	-	-
Green Olive Venture	60%	0.01	-	-
Centria	100%	0.17	-	-
Pimple Nilakh	100%	-	0.60	-
Boat Club	100%	-	0.36	-
Wagholi	36%	-	0.25	-
Baner	66%	-	1.33	-
Crown, Moshi	50%	-	0.62	-
Ghotawade	50%	-	-	3.20
Aundh	100%	-	-	1.00
Kalyani Nagar	100%	-	-	1.00
Pune Total:		**4.28**	**6.86**	**14.44**

Projects	KPDL Share	Gross Details (including partner's share) Ongoing & Unsold	Under Approval*	Land Bank
Jai Vijay	100%	0.03	-	-
Evara	100%	0.05	-	-
Other Mumbai Projects	100%	-	0.45	0.67
Mumbai Total:		**0.08**	**0.45**	**0.67**

Projects	KPDL Share	Ongoing & Unsold	Under Approval*	Land Bank
Raaga	100%	0.13	0.25	-
Exente	100%	0.20	-	-
24K Grazzio	100%	0.18	-	-
Bengaluru Total:		**0.52**	**0.25**	**0.00**

Overall Projects		Ongoing & Unsold	Under Approval*	Land Bank
Total:	**27.55**	**4.88**	**7.56**	**15.11**

DMA Projects	Ongoing & Unsold	Under Approval*	Land Bank
DMA	**0.39**	**0.93**	**-**

**Upcoming projects in the next 12 months*

Evaluating UDCR - will likely increase saleable potential across some projects. To be implemented depending on technical & financial feasibility

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

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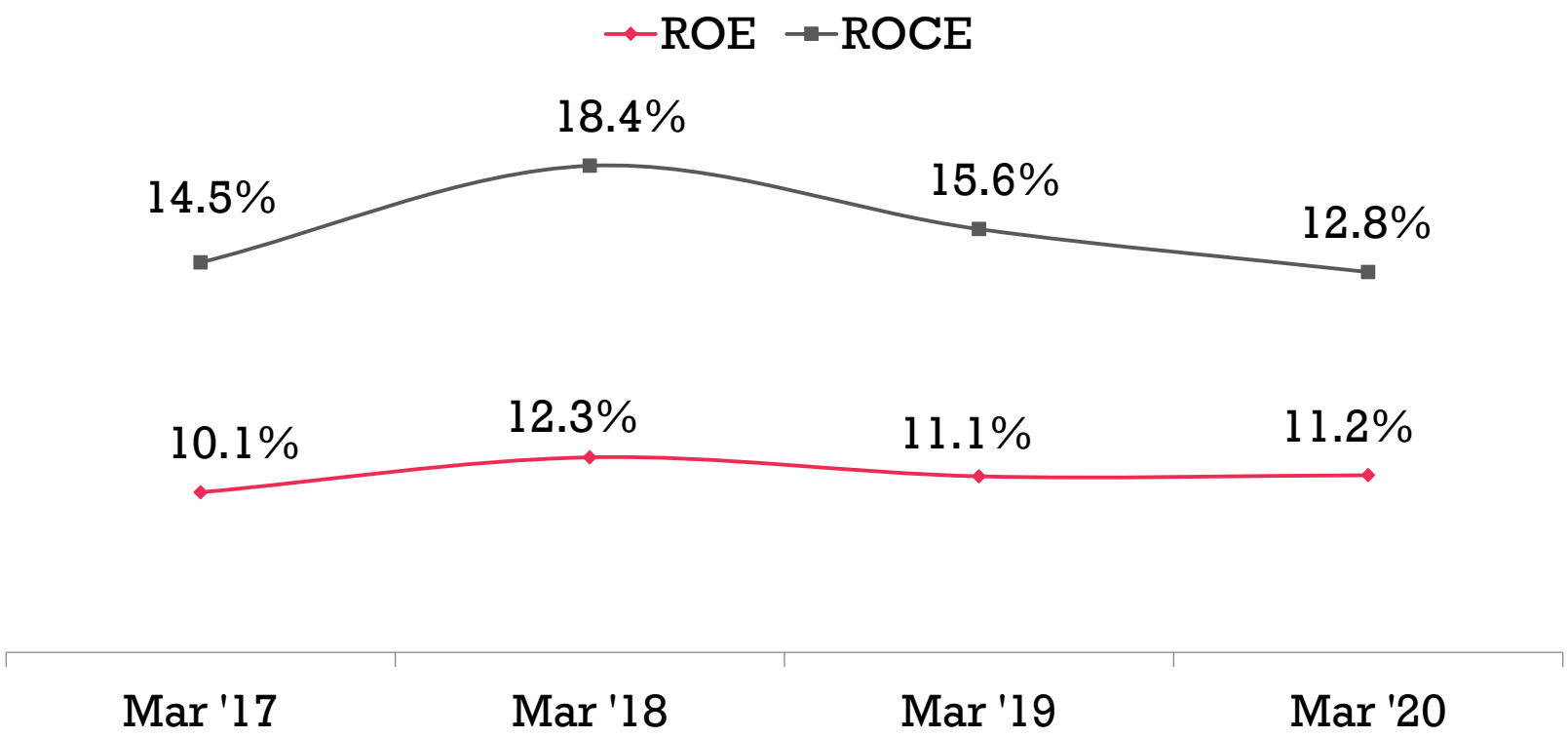
Healthy Return Ratios



Note: Numbers on POCM basis

Business Outlook

Sector consolidation

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

Diversifying geographical presence

- 10 society redevelopment projects in Mumbai - 2 completed, 1 new launch, 2 nearing launch, 5 future projects
- Mumbai and Bengaluru expected to grow to ~25% of sales by 2022

Efficient capital deployment

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

Demand

- Lowest inflation-adjusted home prices in many years, sharp decline in interest rates and stamp duty cuts have considerably improved affordability and overall consumer sentiment
- Freebies, discounts, payment plans are driving home buyer interest

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

Healthy RoCE

- Successful implementation of strategy driving strong return profile with avg. ROCE of 15+% for last four years
- Looking at further scale benefits in Pune and greater Bengaluru/Mumbai contribution

Consolidating leading position in Pune

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

New project acquisition

- Accquired 3 projects with a combined saleable area of 2.2 msf. Expected Total Topline of ~Rs. 1,500 crore and KPDL PBT of ~Rs. 220 cr
- Targeting acquisitions of 10 msf additional land bank through outright/structured deals and JVs/DMAs with land owners / other developers

Launch Calendar – Next 9 months

- 3 cities – Pune, Mumbai & Bengaluru
- ~5.9 msf of saleable area
- ~Rs. 5,200 crore of topline potential

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Brand, Marketing Awards

India's Most Trusted Real Estate Brand by TRA's Brand Trust Report 2020

KPDL Awards 2020- 21

Top Developer of the year - KPDL

By Times Real Estate Icons west 2020

India's Top Challengers 2019-20 by Construction World Global Awards Online

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KPDL Awards 2020- 21

Integrated Township of the Year - LR by Realty+ conclave & Excellence Awards- West 2020

Top Township projects (above 350 acres)- LR By Times Real Estate Icons West 2020

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Brand, Marketing Awards

Brand Excellence in Real Estate Sector by ABP News

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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 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 nearing launch, 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 and ICICI Ventures.

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 and Top Challengers 2019-20 by Construction World Global Awards Online.

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

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