



Kolte-Patil Developers Ltd. Q3 FY2018 Financial Results

Profit after tax grows 55% YoY to Rs. 28 crore in Q3 FY18

Q3 collections of Rs. 280 crore highest in the last 18 quarters

Pune, 13th February, 2018: Kolte-Patil Developers Ltd. (BSE: 532924, NSE: KOLTEPATIL), a leading Pune-based real estate player announced its results for the third quarter and nine months ended 31st December 2017.

Financial Highlights – Q3 FY18

- Revenues were up 27% YoY to Rs. 288.3 crore in Q3 FY18 as compared to Rs. 226.7 crore in Q3 FY17
- EBITDA grew 23% YoY to Rs. 68.5 crore in Q3 FY18 as compared to Rs. 55.7 crore in Q3 FY17
- PAT (post minority interest) was higher by 55.1% YoY to Rs. 28.1 crore in Q3 FY18 as compared to Rs. 18.1 crore in Q3 FY17
- EPS for Q3 FY18 stood at Rs. 3.70 as compared to Rs. 2.39 in Q3 FY17
- Adjusted for the balance divestment in Wakad of Rs. 21 crore, revenue grew 18% YoY to Rs. 267 crore, EBITDA grew by 24% to Rs. 69 crore, EBITDA margins expanded 140 bps to 25.9% and PAT margins improved to 10.7%

Operational Highlights – Q3 FY18

- The Company recorded new sales bookings of 0.59 msf in Q3 FY18 as compared to 0.32 msf. in Q3 FY17, higher by 87% YoY
- The value of area sold stood at Rs. 328.3 crore in Q3 FY18 as compared to Rs. 194.8 crore in Q3 FY17, up 69% YoY
- Collections saw a strong uptick in Q3 FY18, higher by 13% YoY and 41% QoQ to Rs. 280 crore

Financial Highlights – 9M FY18

- Revenues were up 46% YoY to Rs. 923.8 crore in 9M FY18 as compared to Rs. 633.0 crore in 9M FY17
- EBITDA grew 15% YoY to Rs. 197.4 crore in 9M FY18 as compared to Rs. 172.4 crore in 9M FY17
- PAT (post minority interest) was higher by 45% YoY to Rs. 80.9 crore in 9M FY18 as compared to Rs. 55.7 crore in 9M FY17
- EPS for 9M FY18 stood at Rs. 10.67 as compared to Rs. 7.35 in 9M FY17
- Adjusted for the strategic divestment in Wakad of Rs. 182 crore, revenue grew 17% YoY to Rs. 742 crore, EBITDA grew 16% to Rs. 199 crore, EBITDA margins stood at 26.9% and PAT margins improved to 11.1%

Operational Highlights – 9M FY18

- The Company recorded new sales bookings of 1.6 msf in 9M FY18 as compared to 1.5 msf in 9M FY17
- The value of area sold stood at Rs. 919.5 crore in 9M FY18 as compared to Rs. 893.5 crore in 9M FY17
- Collections stood at Rs. 731.9 crore in 9M FY18 as compared to Rs. 710.5 crore in 9M FY17

Commenting on the performance for Q3 & 9M FY2018, Mr. Gopal Sarda, Group CEO, Kolte-Patil Developers Limited said, *"We are pleased with our performance this quarter. Top line grew 18% YoY in Q3 FY18 to Rs. 267 crore and PAT grew ~58% YoY to Rs. 28.5 crore with EBITDA margins expanding 140 bps to 25.9%, adjusted for the balance divestment of Rs. 21 crore in Wakad, which is now completed. Revenue trajectory is expected to improve going into Q4 with the first time recognition at some projects.*

Despite the sluggish macro environment, our collections have been strong at Rs. 732 crore in 9M FY18 with Rs. 280 crore collected in Q3 FY18, the highest recorded in the last 18 quarters, up 13% YoY and 41% QoQ. We have handed over 1,791 units for possession during 9M FY18. Implementation of RERA and GST has consolidated demand to organized, execution-focused developers like KPDL. New area bookings in Q3 were higher by 87% YoY to 0.59 million square feet translating into a sales value of Rs. 328 crore led by the success of 'The Great Year End Sale' at Life Republic project in Pune. This takes our tally for 9M FY18 to ~1.6 million square feet with a sales value of Rs. 920 crore. We expect to end the year on a strong note with acceleration in sales and collections going into Q4 as we focus on efficient execution that we see translating into improved demand from customers and strong project dynamics for all other stakeholders.

Fostering financial partnerships is a key component of our asset-light growth philosophy. We are happy to announce that during the quarter global investment firm KKR has committed Rs. 193 crore in our township project which will be utilized to attain financial closure at R1 sector of Life Republic, meeting working capital requirements and reducing cost of outstanding debt attributable to the development.

To conclude, we have seen a gradual pick-up in consumer confidence based on RERA-compliant business environment. We welcome the Union Budget 2018 with positive announcements on affordable housing, urban infrastructure and highway development and also support the Government's ongoing initiative of bringing more accountability and transparency in the real estate sector and look forward to making a positive contribution. We are on track to achieve our strategic goals and expect to deliver record sales, revenue and profits, better operational efficiency and further improve our high standards of customer service."

About Kolte-Patil Developers Limited:

Kolte-Patil Developers Ltd. (BSE: 532924, NSE: KOLTEPATIL), incorporated in 1991, is a leading real estate company with dominant presence in the Pune residential market. Kolte-Patil is a 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 over 50 projects including residential complexes, commercial complexes and IT Parks covering a saleable area of ~15 million square feet across Pune, Mumbai and Bengaluru.

Kolte-Patil markets its projects under two brands: 'Kolte-Patil' (addressing the mid-income segment) and '24K' (addressing the premium luxury segment). The Company has executed projects in multiple segments – standalone residential buildings and integrated townships. Several of the company's projects have been certified by the Indian Green Building Council (IGBC).

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 has already signed six projects till date at prime locations across the city.

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.

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

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