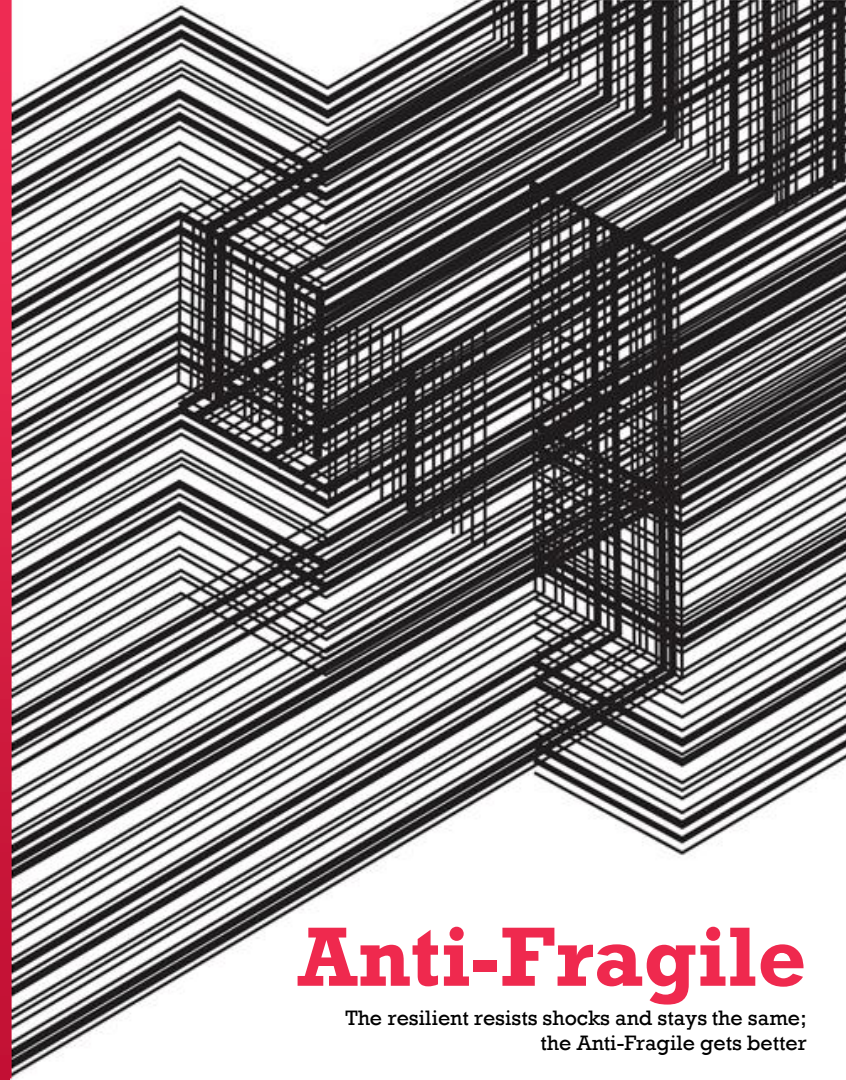




Kolte-Patil Developers Limited

Q4 & FY21
Results Presentation



Anti-Fragile

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

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

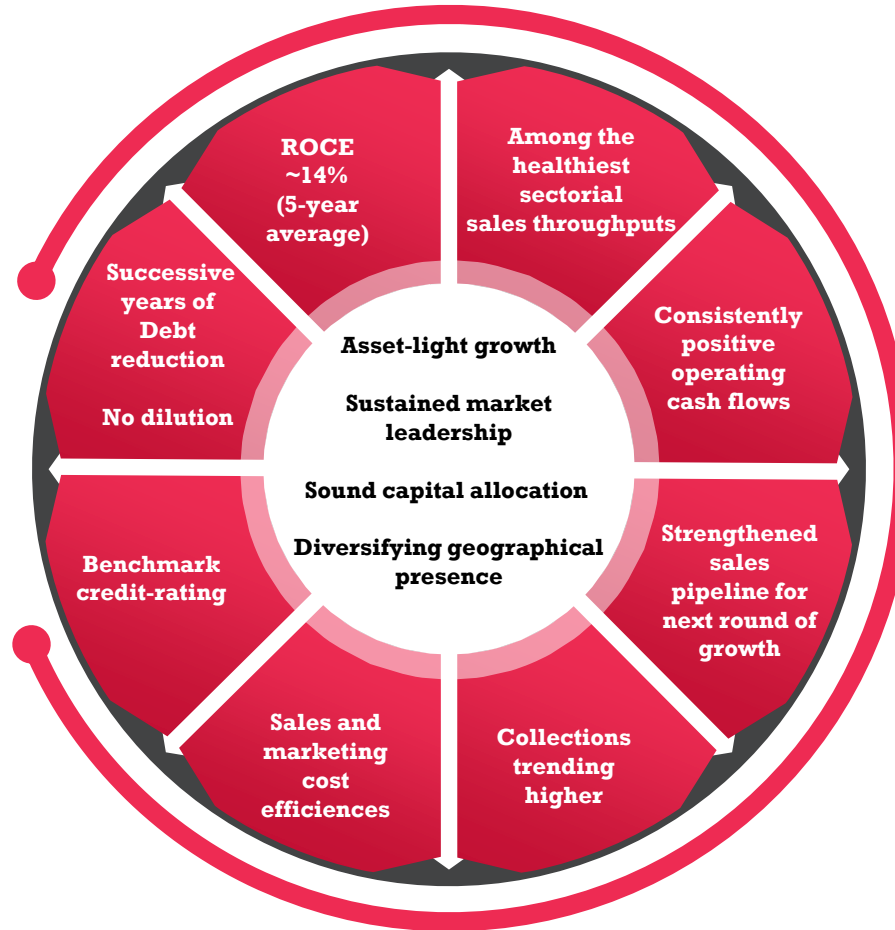


Jai Vijay - Mumbai



RAAGA - Bengaluru

- 1** KPDL – An Anti-Fragile Company
- 2** CEO's Message
- 3** Operational & Performance Highlights
- 4** Launch Calendar
- 5** P&L / Balance Sheet Snapshot
- 6** Project-wise Details
- 7** Outlook
- 8** About Kolte-Patil Developers Ltd.





Leading

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

3 Decades

of presence being incorporated in 1991

~29 MSF

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

>20 MSF

of area delivered across Pune, Bengaluru and Mumbai

~14%

Five year RoCE avg – strong returns profile

A+/Stable

Highest rated residential player By CRISIL

Diversifying Presence

Mumbai and Bengaluru contribution reaches ~25% of sales in FY21

Shareholding

**Promoters – 74.45%
FII – 9.85% , DII/Others – 15.7%**

NSE/BSE Listed

IPO in Dec 2007

"KPD L has ended FY21 on a strong note, achieving a noteworthy turnaround in all key parameters in H2FY21. Despite operating in Pune and Mumbai, two cities which have been most impacted by the pandemic, compared to H1, our H2 collections were up 2.7x to Rs. 823 crore, H2 sales value up 2.4x to Rs. 842 crore and H2 sales volume up 2x to 1.41 msf. This allowed us to report FY21 sales bookings of 2.08 msf, higher by 15.6% over the stated guidance of 1.8 msf.

We have hit significant sales milestones in Q4 FY21. Q4 FY21 has been our best ever sales quarter in the last six years both in terms of volume and value. Sales traction has been strong across markets of Pune, Mumbai and Bengaluru as well as across product categories. Our robust sales & marketing machinery and brand equity is getting increasing recognition in Mumbai and Bengaluru as well. Contribution from projects in Mumbai and Bengaluru have now expanded to ~Rs. 300 crore, which is ~25% of FY21 Sales Value of Rs. 1,200 crore, diversifying the business portfolio further.

Evava, which was launched towards the end of Q3, our first new launch in Mumbai in four years, has sold 54 units till Q4, which is 75% of the total inventory in the project. Further, we have recently launched Verve at Goregaon and Vaayu at Dahisar; and both projects have seen encouraging traction in a very challenging period. We have put in concerted efforts to strengthen our Mumbai operations and are happy with the way our Mumbai story is shaping up. Coming into FY22, we expect to record a strong performance from Mumbai, ~2x of FY21 contribution, on the back of Evava, Verve, Vaayu and the balance RTMI inventory in Jai Vijay.

During FY21, execution was impacted for four to five months due to lockdowns and hence our delivery numbers were subdued. While the current lockdown has impacted real estate activity, we have managed to retain 70-75% of our workforce across sites and FY22 is expected to record strong delivery numbers. Further, the current lockdown and surge in revised approval applications post UDCR has resulted in Q1 FY22 being slow from an approval and launch perspective. We expect the environment to normalize in the coming quarters and remain focused on driving the launches.

Another, significant milestone was Q4 FY21 recording best ever collections – highest in the company's three-decade history. This follows Q3 FY21, which was the best ever collections quarter till Q4 FY21. We are happy to share that during FY21, based on further improvement in liquidity in our business operations, there has been a reduction of Rs. 124 crore in KPD L's net debt. This is the second consecutive year of net debt reduction at KPD L. Our net debt to equity stands at 0.24 as on March 31, 2021. Given our collections growth and lower interest outgo, we have delivered healthy OCF of over Rs. 400 crore despite FY21 being a pandemic year. This performance also evidences working capital efficiency where we have managed overheads, construction costs, investments and tax payments seamlessly.

We remain focused on our growth initiatives and have added a combined saleable area of 3.5 msf to our portfolio in the last four months. We look forward to build on our business development intensity with structured transactions and scale up the profitable, operating cash flow generating business that we have built and deliver stronger ROCEs and IRRs.

We have created an efficient S&M engine which has achieved the targeted geographic mix, invested in the business and yet finished with higher cash flows, moderated debt on the books despite payments, strengthened sales pipeline for next round of growth and are proceeding towards outperformance. To sum up, we have built a solid self-sustainable company geared up to capitalize on the industry consolidation and create newer records in the coming years."



Commenting on the performance for Q4 FY21 & FY21
Mr. Gopal Sarda, Group CEO, Kolte-Patil Developers Limited said:

New area sales	Q4 FY21	Q3 FY21	Q4 FY20	QoQ	YoY	FY21	FY20	YoY
Volume (million sq. ft.)	0.85	0.56	0.67	53.3%	27.1%	2.08	2.51	-17.2%
Value (Rs. million)	5,109	3,316	3,581	54.1%	42.7%	12,010	13,309	-9.8%
Realization (Rs./Sq. ft.)	5,988	5,961	5,333	0.5%	12.3%	5,785	5,309	9.0%
Collections (Rs. million)	4,415	3,815	3,781	15.7%	16.8%	11,284	13,680	-17.5%

≈ **FY21 sales bookings of 2.08 msf are above the guidance of 1.8 msf by 15.6%**

- Strong recovery in H2 FY21 over H1 FY21, in terms of both volume and value
- Mumbai portfolio has reported a sales value of ~Rs. 180 crore as against Rs. 19.8 crore in FY20

≈ **Highest quarterly sales volumes in last six years in Q4 FY21, at 0.85 msf, up 53% QoQ; Highest quarterly sales value in last six years in Q4 FY21, at Rs. 511 crore, up 54% QoQ**

- Driven by improvement across the three geographies of Pune, Bengaluru and Mumbai
- Demand across product segments

≈ **New launches at Mumbai see positive traction**

- Evara, at Borivali has received strong interest from Mumbai buyers since its launch in end of December
- Recently launched, Verve at Goregaon and Vaayu at Dahisar; both projects have seen encouraging traction despite the recently announced lockdown in Mumbai

contribution from Mumbai portfolio

≈ **Q4 FY21 collections were the highest ever in the Company's three-decade history**

- This follows Q3 FY21, which was the best ever collections quarter till Q4 FY21
- Strong focus on sales, registrations, construction and CRM has enabled this strong recovery in collections

≈ **Reduced Net Debt by Rs. 124 crore during FY21 despite the final tranche payment of Rs. 81 crore to ICICI Venture. As on March 31, 2021 Net Debt/Equity at 0.24 x, lowest in the last few years**

≈ **In Q4 FY21, signed three new projects with a combined saleable area of ~2.2 msf in Pune under capital light models. Expected Total Topline from these projects is ~Rs. 1,500 crore and KPDL PBT is of ~Rs. 220 crore**

≈ **In May 2021, signed two new projects with a combined saleable area of ~1.3 msf in Pune under DM model. Expected DM fees is ~Rs. 80 crore**



Pune Projects	Location	Use	Saleable Area (msf.)
Baner	Baner	Mixed Use	1.33
Down Town	Kharadi	Residential / Retail	0.68
Wagholi Equa	Wagholi	Residential	0.25
Hi Mont	Hinjewadi	Residential	0.75
Tathawade	Tathawade	Residential / Retail	0.55
Life Republic (R1, R16, R14)	Hinjewadi	Residential / Retail	1.63
Universe Phase 2 (R10), LR	Hinjewadi	Residential / Retail	0.32
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	0.03
Jeevan Sudha	Andheri	Residential	0.12

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 ~7.2 msf
- Aggregate topline potential of over ~Rs. 5,700 crore

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 two new projects with a combined saleable area of ~1.3 msf in Pune (Hinjewadi, Tathawade) under DM model. Expected DM fees of ~Rs. 80 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

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

Note: * Saleable area increased under UDCR rules

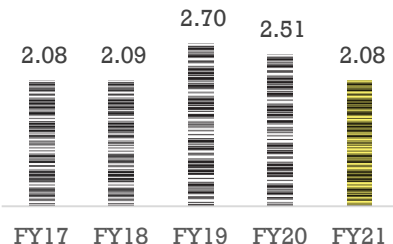
Faster Creation for Faster Paced
City
Mumbai



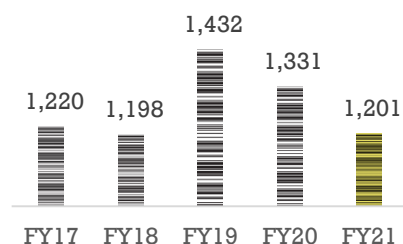
Map not to scale, for representation purpose only*



Sales Volume, msf



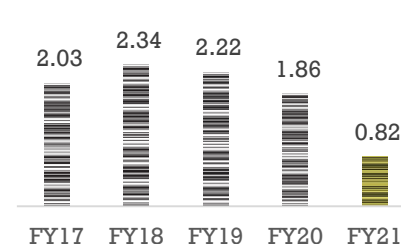
Sales Value, Rs. Crore



APR, Rs./sft.



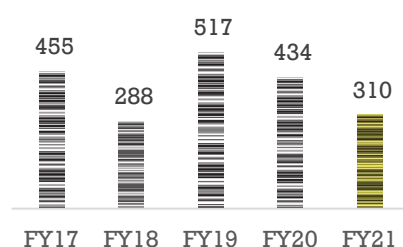
Delivery, msf



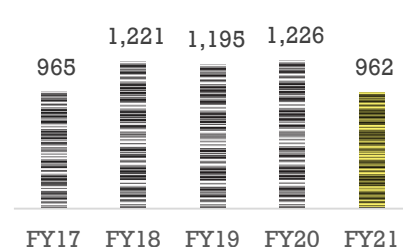
Collections, Rs. Crore



Net Debt, Rs. Crore



Revenue, Rs. Crore



PAT, 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.

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

Revenue, Rs. Crore

Q4 FY20		280
Q1 FY21		77
Q2 FY21		170
Q3 FY21		323
Q4 FY21		392

EBITDA, Rs. Crore

Q4 FY20		55
Q1 FY21		-19
Q2 FY21		7
Q3 FY21		84
Q4 FY21		72

PAT, Rs. Crore

Q4 FY20		31
Q1 FY21		-32
Q2 FY21		-12
Q3 FY21		47
Q4 FY21		42

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.

Q4 FY20		0.67
Q1 FY21		0.31
Q2 FY21		0.35
Q3 FY21		0.56
Q4 FY21		0.85

Sales value, Rs. Crore

Q4 FY20		358
Q1 FY21		164
Q2 FY21		194
Q3 FY21		332
Q4 FY21		511

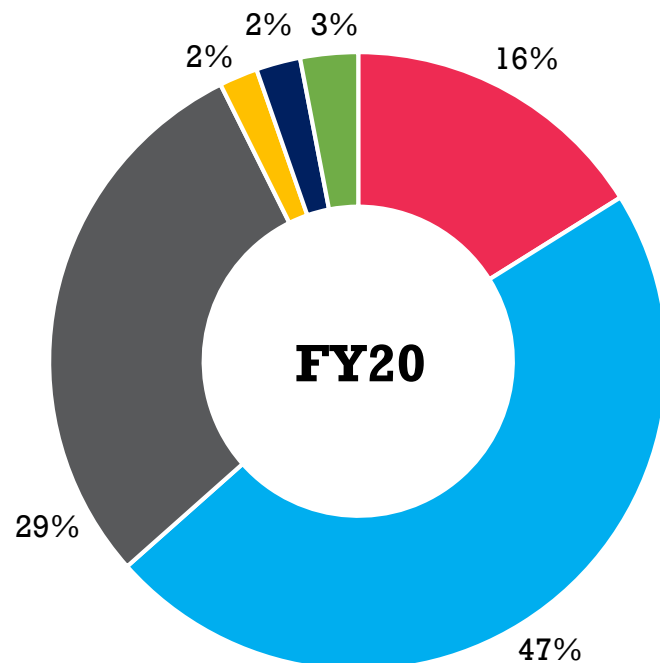
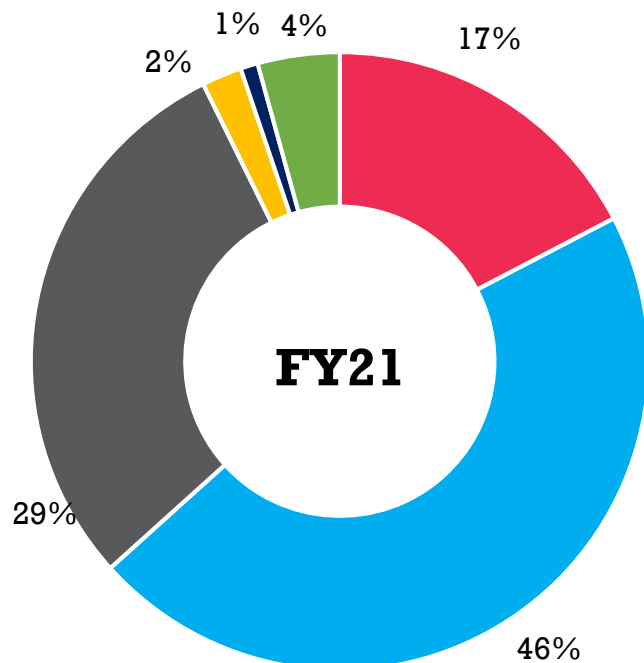
APR, Rs./sft.

Q4 FY20		5,333
Q1 FY21		5,228
Q2 FY21		5,517
Q3 FY21		5,961
Q4 FY21		5,988

Collections, Rs. Crore

Q4 FY20		378
Q1 FY21		105
Q2 FY21		201
Q3 FY21		382
Q4 FY21		441

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



■ 1BHK ■ 2BHK ■ 3BHK ■ 4BHK ■ Others ■ Commercial

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

msf.

0.63

0.51

0.50

0.82

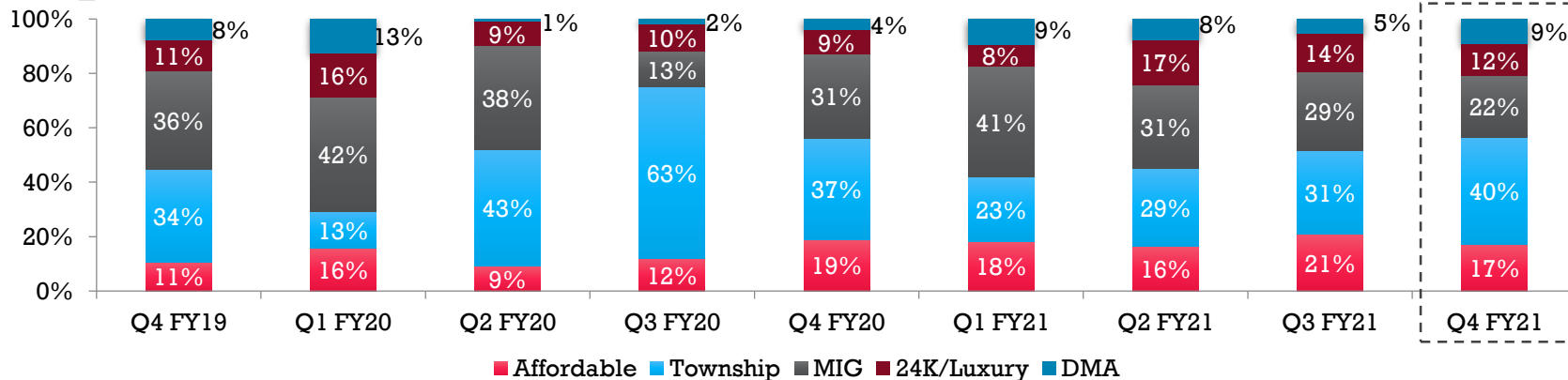
0.67

0.31

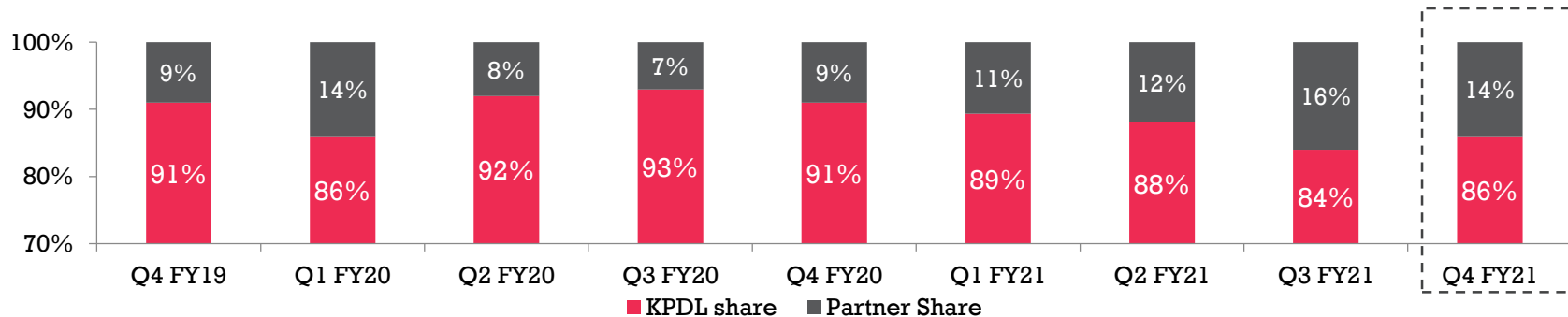
0.35

0.56

0.85



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

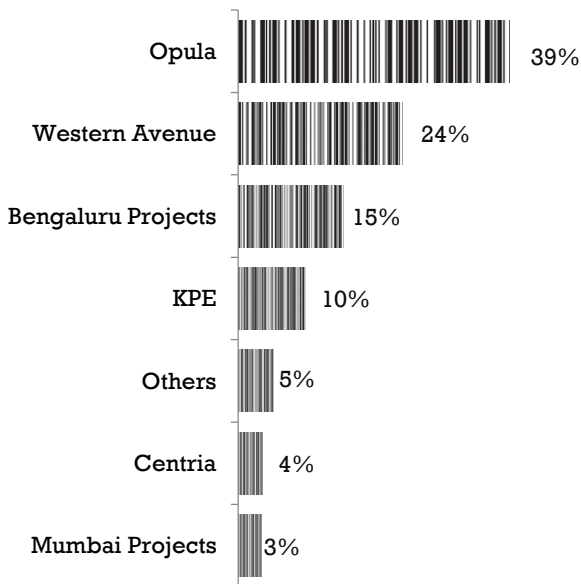
Abridged Cash flows - (Rs. crore)	Q4 FY21 (Un-Audited)	FY21 (Un-Audited)
Opening Balance	131	97
<u>Operating Activities</u>		
Collections	419	1,081
Construction Cost	-153	-433
Other Expenses	-52	-167
Direct & Indirect Taxes	-35	-68
Operating Cashflow	179	413
<u>Financing Activities</u>		
Interest	-13	-54
OD/CC Movement	-19	-57
OCD/CCD (Redemption)/Subscription	-7	-6
Financing Cashflow	(39)	(117)
<u>Investing Activities</u>		
Strategic Land Monetization (Net of Taxes)	10	85
TDR/Premium Costs/Approval Cost	-44	-65
Society Related Payments	-17	-29
JV Partner/Land Cost	-50	-131
Security Deposit for JV	-6	-8
Tranche III Payment – LR Buyout	-	-81
Investing Cashflow	(107)	(229)
Closing Balance	164	164

Consolidated Debt Profile (Rs. crore)	31st March, 2021		31st December, 2020		31st March, 2020	
	CCM	POCM [^]	CCM	POCM [^]	CCM	POCM [^]
Net Worth	894	1,277	884	1,236	905	1,229
Gross Debt	665	665	691	691	728	728
Less: OCD / CCD / OCRPS / Zero Coupon NCD*	190	190	197	197	196	196
Debt	475	475	494	494	532	532
Less: Cash & Cash Equivalents & Current Investments	165	165	132	132	98	98
Net Debt	310	310	363	363	434	434
Net Debt to Equity	0.35	0.24	0.41	0.29	0.48	0.35

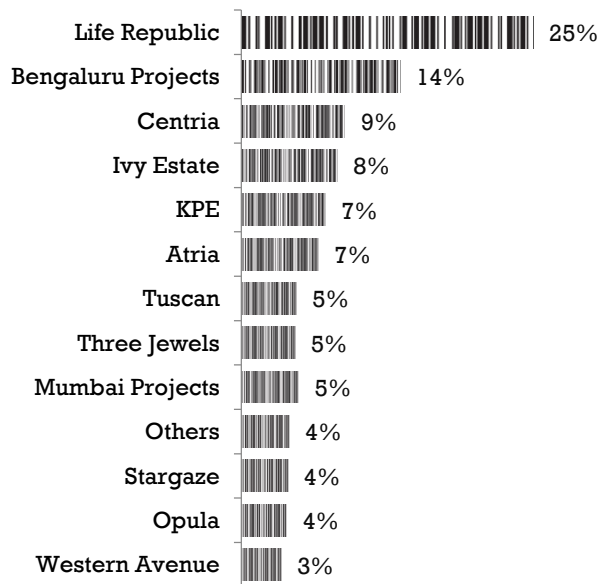
*Issued to KKR in Life Republic Township; ^Company Calculations

- ≈ During FY21, Net Debt reduced by Rs. 124 crore
- ≈ During Q4 FY21, Net Debt reduced by Rs.53 crore

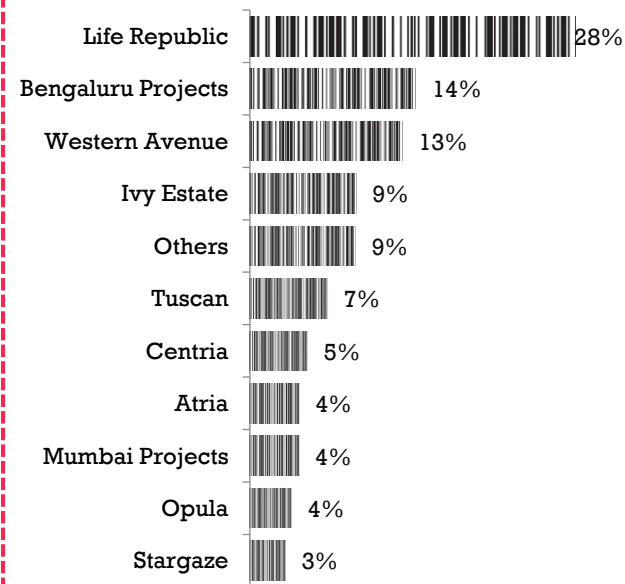
Q4 FY21 – Rs. 296 crore (CCM)



^Q4 FY21 – Rs. 392 crore (POCM)

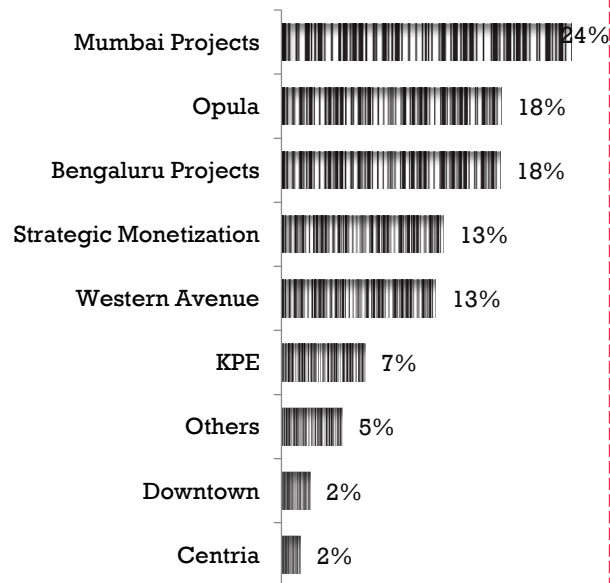


^Q4 FY20 – Rs. 280 crore (POCM)

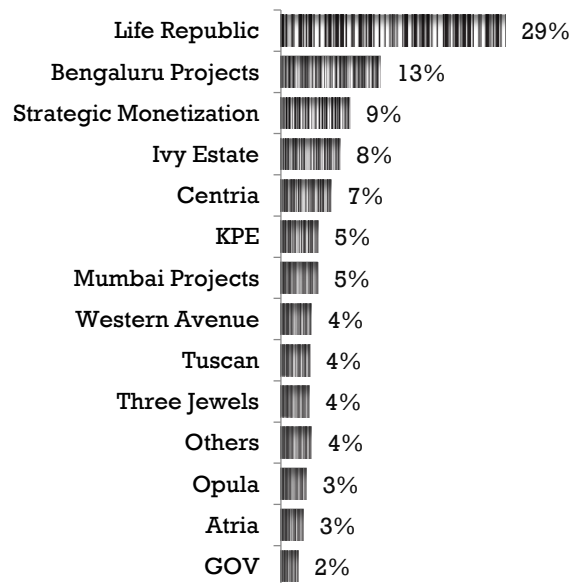


^ Note: The Company has adopted IND AS 115 during Q1 FY19, effective from 1st April 2018 and has opted for modified retrospective method. In order to facilitate like-to-like comparison and continuity of information flow, financials based on the erstwhile applicable Percentage of Completion Method (POCM)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

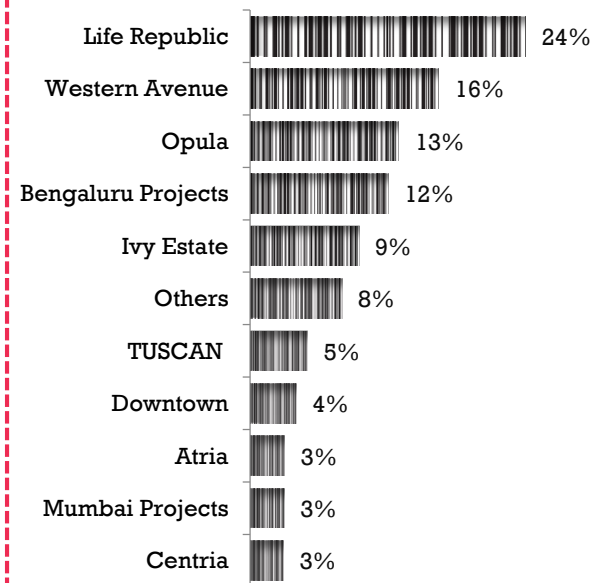
FY21 – Rs. 692 crore (CCM)



FY21 – Rs. 962 crore (POCM)



FY20 – Rs. 1,226 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.

Profit and Loss Snapshot – Q4 FY21 vs Q4 FY20



20

P&L Snapshot (Rs. crore)	Q4 FY21*	Q4 FY20	Q4 FY21	Q4 FY20^	YoY
Revenue Recognition Method	Reported CCM	Reported CCM	POCM	POCM	POCM
Revenue from Operations	296.1	221.7	391.9	279.8	40.0%
Cost of materials consumed	211.4	175.5	268.8	182.1	47.6%
Employee benefits expense	17.3	15.5	17.3	15.5	11.7%
Depreciation	2.5	2.9	2.5	2.9	-14.5%
Other expenses	28.4	26.9	33.8	26.9	25.5%
Total Expenses	259.6	220.8	322.4	227.4	41.8%
EBITDA	38.9	3.8	71.95	55.3	30.1%
EBITDA Margin (%)	13.1%	1.7%	18.4%	19.8%	-1.4%
Finance cost	14.3	13.2	14.3	13.2	8.1%
Other income	6.3	9.1	6.3	8.4	-25.0%
Profit before tax	28.5	-3.2	61.5	47.6	29.2%
Share of profit / (loss) of joint ventures, associates (net)	-0.9	0	-0.9	0	0.0%
Total tax expenses	6.7	-1	15.43	12.4	24.4%
Net profit after tax (pre-MI)	20.9	-2.2	45.17	35.2	28.3%
PAT Margin % (pre-MI)	7.1%	-1.0%	11.5%	12.6%	-1.1%
Non-controlling interests	0.0	14.3	3.0	4.0	-
Net Profit (post-MI)	20.9	-16.5	42.17	31.2	35.2%
PAT Margin % (post-MI)	7.0%	-7.4%	10.8%	11.2%	-0.4%
EPS	2.74	-2.17	5.53	4.11	-

*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.

P&L Snapshot (Rs. crore)	FY21*	FY20	FY21	FY20^	YoY
Revenue Recognition Method	Reported CCM	Reported CCM	POCM	POCM	POCM
Revenue from Operations	691.7	1,129.5	961.9	1,226.2	-21.6%
Cost of materials consumed	496.3	732.7	671.9	806.9	-16.7%
Employee benefits expense	65.0	58.7	65.0	58.7	10.7%
Depreciation	12.0	17.2	12.0	17.2	-30.4%
Other expenses	68.1	104.5	81.2	104.5	-22.3%
Total Expenses	641.3	913.1	830.0	987.3	-15.9%
EBITDA	62.4	233.6	143.9	256.1	-43.8%
EBITDA Margin (%)	9.0%	20.7%	15.0%	20.9%	-5.9%
Finance cost	70.3	79.7	70.3	79.7	-11.8%
Other income	16.7	47.0	16.7	46.3	-63.9%
Profit before tax	-3.2	183.7	78.4	205.5	-61.9%
Share of profit / (loss) of joint ventures, associates (net)	-1.0	0.0	-1.0	0.0	0.0%
Total tax expenses	0.7	84.0	22.5	56.9	-60.4%
Net profit after tax (pre-MI)	-4.8	99.7	54.8	148.6	-63.1%
PAT Margin % (pre-MI)	-0.7%	8.8%	5.7%	12.1%	-6.4%
Non-controlling interests	0.7	27.3	9.7	11.2	-
Net Profit (post-MI)	-5.5	72.4	45.2	137.4	-67.1%
PAT Margin % (post-MI)	-0.8%	6.4%	4.7%	11.2%	-6.5%
EPS	-0.73	9.50	5.92	18.03	-

*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.

COMMENTS(POCM)

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

Sales & Collections – Ongoing Projects – Q4 FY21



22

Projects	Location	Area Sold (msf.)	Sales Value (Rs. mn.)	APR (Rs./sft.)	Collections (Rs. mn.)
Life Republic	Hinjewadi	0.16	797	4,896	1,600
Universe (R10),LR	Hinjewadi	0.17	972	5,575	99
Ivy Estate	Wagholi	0.06	244	4,254	338
Tuscan	Kharadi	-	-	-	147
Western Avenue	Wakad	0.01	66	6,279	320
Jazz II (Opula)	Aundh	0.01	62	8,131	260
Three Jewels	Kondhwa	0.05	251	4,620	119
Stargaze	Bavdhan	0.08	469	6,117	340
Centria	NIBM	0.08	382	5,012	203
DMA	Wagholi	0.08	440	5,617	128
Other Projects		0.04	200	5,016	357
Total (Pune Projects)		0.74	3,884	5,261	3,910
Raaga	Hennur Road	0.03	158	4,958	165
Mirabilis	Horamavu	-	-	-	66
Exente	Hosur Road	0.04	173	5,224	173
Total (Bengaluru Projects)		0.07	331	5,093	404
Jai-Vijay	Ville Parle (E)	0.02*	392*	22,993*	72
Evvara	Borivali (W)	0.03	502	15,305	28
Total (Mumbai Projects)		0.05	893	17,935	100
Total (Pune + Bengaluru + Mumbai Projects)		0.85	5,109	5,988	4,415

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 ; *Includes JP Morgan area

Gross Details (including partner's share)

Projects	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank
Jazz II (Opula)	100%	0.00	-	-
Atria	100%	0.00	-	-
Giga Residency	100%	-	0.86	-
Stargaze	62%	0.36	-	-
Western Avenue	100%	0.07	-	-
Ivy Estate	100%	0.37	-	-
Downtown	100%	0.01	0.68	0.41
Life Republic^	95%	0.77	1.63	9.62
Universe (R10), LR	49%	0.22	0.97	-
Tuscan	100%	0.01	-	-
Three Jewels	30%	0.43	-	-
Green Olive Venture	60%	0.00	-	-
Centria	100%	0.09	-	-
Pimple Nilakh	100%	-	0.60	-
Ghotawade	50%	-	-	3.20
Aundh	100%	-	-	1.00
Kalyani Nagar	100%	-	-	1.00
Wagholi	36%	-	0.25	-
Baner	66%	-	1.33	-
Crown,Moshi	50%	0.04	0.55	-
Boat Club Road	100%	-	0.36	-
Pune Total:		2.38	7.22	15.23

Gross Details (including partner's share)

Projects	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank
Jai Vijay	100%	0.03	-	-
Evava	100%	0.02	-	-
Vaayu	100%	-	0.17	-
Verve	100%	-	0.27	-
Sukh Niwas	100%	-	0.03	-
Golden Pebbles	100%	-	0.13	-
Jeevan Sudha	100%	-	0.12	-
Other Mumbai Projects	100%	-	-	0.57
Mumbai Total:		0.04	0.71	0.57

Projects	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank
Raaga	100%	0.10	0.25	-
Exente	100%	0.17	-	-
24K Grazzio	100%	0.18	-	-
Bengaluru Total:		0.45	0.25	0.00

Overall Projects		Ongoing & Unsold	Under Approval	Land Bank
Total:	26.85	2.87	8.18	15.80

DMA Projects	Ongoing & Unsold	Under Approval	Land Bank
DMA	0.32	1.32	-

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 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, 3 newly launched, 5 future projects
- Mumbai and Bengaluru contribution reached ~25% of sales in FY21

Efficient capital deployment

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

Demand

- WFH has increased demand for larger homes
- Lowest inflation-adjusted home prices in many years, sharp decline in interest rates 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 ~14% for last five 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

- Acquired 5 projects with a combined saleable area of 3.5 msf in the last four months.
- Targeting acquisitions of 10 msf additional land bank through outright/structured deals and JVs/JDAs/DMA's with land owners / other developers

Launch Calendar

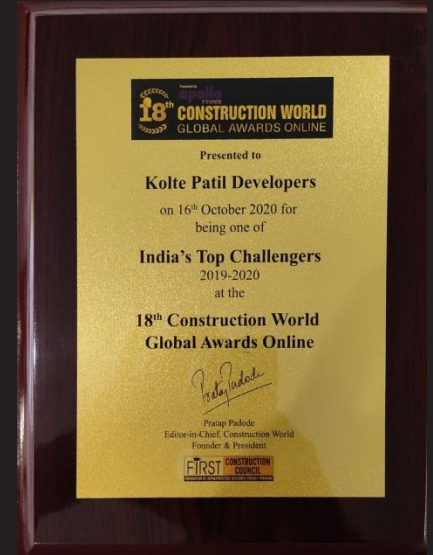
- 3 cities – Pune, Mumbai & Bengaluru
- ~7.2 msf of saleable area
- ~Rs. 5,700 crore of topline potential

KPDL Awards 2020- 21



Top Developer Of The Year

by Times Real Estate Icons
West 2020



**India's Top
Challengers 2019-20**

by Construction
World Global Awards
Online

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**

KPDL Awards 2020- 21



THIS CERTIFICATE IS PRESENTED TO

Kolte Patil Developers Ltd.

PROJECT LAUNCH OF THE YEAR FOR THE UNIVERSE AT LIFE REPUBLIC

In recognition of your exemplary performance and achievement. Your efforts have contributed to making a positive difference in the Indian real estate industry.

Annurag Batra

DR. ANNURAG BATRA
Chairman & Editor-in-Chief
BW BusinessWorld & exchange4media Group

FEBRUARY 26, 2021



**Project Launch of the Year –
Universe at LR**

**by Realty+ conclave & Excellence
Awards- Pune'21**

KPDL Awards 2020- 21

**Residential High
Rise Architecture
India - 24K Opula**

**by Asia Pacific
Property Awards**



**ASIA PACIFIC
PROPERTY
AWARDS**
ARCHITECTURE

in association with



AWARD WINNER

RESIDENTIAL HIGH RISE
ARCHITECTURE INDIA

24K Opula
by Kolte Patil Developers Ltd

2020-2021

KPDL Awards 2020- 21



**India's Most Trusted
Real Estate Brand**

**by TRA's Brand Trust
Report 2020**

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 recently 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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THANK YOU