



Kolte-Patil Developers Ltd. Q4 & FY25 Financial Results

Highest-ever Annual Total Income of Rs. 1,764 crore; YoY growth of 27%

Highest-ever Annual Collections of Rs. 2,432 crore; YoY growth of 18%

EBITDA of Rs. 227 crore; YoY growth of 252%

FY25 Sales Value at Rs. 2,791 crore

In FY25, launched projects with GDV of ~Rs. 4,000 crore

In FY25, acquired ~22 acres joint development project in Pune with the expected GDV of ~Rs. 4,000 crore

Pune, 25th May 2025: Kolte-Patil Developers Ltd. (BSE: 532924, NSE: KOLTEPATIL), a leading Pune-based real estate player, with growing presence in Mumbai and Bengaluru, announced its audited results for the fourth quarter and full year ended 31 March 2025.

Financial Highlights – Q4 & FY25

P&L Snapshot (Rs. crore)	FY25	FY24	YoY	Q4 FY25	Q4 FY24	YoY
Total Income	1,763.7	1,394.8	26.5%	723.2	527.7	37.0%
EBITDA	227.4	64.6	252.0%	111.9	(8.7)	-
EBITDA Margin (%)	12.9%	4.6%	-	15.5%	(1.7%)	-
Net Profit (post-MI)	106.6	(69.4)	-	65.3	(27.1)	-
PAT margin (%)	6.0%	(5.0%)	-	9.0%	(5.1%)	-

Operational Highlights – Q4 & FY25

New Area Sales	FY25	FY24	YoY	Q4FY25	Q3FY25	Q4FY24	QoQ	YoY
Value (Rs. crore)	2,791	2,822	(1%)	631	680	743	(7%)	(15%)
Volume (million sq. ft.)	3.60	3.92	(8%)	0.80	0.81	1.03	(1%)	(23%)
Realization (Rs. /sq. ft.)	7,758	7,193	8%	7,904	8,394	7,226	(6%)	9%
Collections (Rs. crore)	2,432	2,070	18%	704	567	592	24%	19%

*Collections include contribution from DMA projects

Commenting on the performance for Q4 & FY25, Mr. Atul Bohra, Group CEO, Kolte-Patil Developers Limited said,

“FY25 has been a strong year for the Company, with milestones achieved on various operational and financial metrics - total income of Rs. 1,764 crore, collections of Rs. 2,432 crore, and operating cash flows of Rs. 880 crore. FY25 EBITDA at Rs. 227 crore registered a strong growth of 252% YoY. This has been achieved on the back of strong execution, healthy registrations, and active customer engagement. Average realizations improved by 8% reflecting our disciplined pricing strategy across geographies. Our flagship Life Republic township continued to perform well, contributing ~1.9 mm. sq. ft. to volumes. New launches contributed 42% of annual sales, reinforcing market traction. We also signed a strategic ~22-acre JDA in Pune with a GDV potential of Rs. 4,000 crore, adding to our future growth pipeline.

The residential demand is expected to sustain, and remain broad-based across mid-income, premium, and luxury segments. And, in our pursuit of redefining living, we are committed to customer satisfaction across segments and geographies. As one of the leading real estate developers with a strong presence in Pune and growing footprint in MMR and having created a solid foundation for multi-year growth, Kolte-Patil is well-positioned to capitalize on the opportunities and deliver long-term value.”

About Kolte-Patil Developers Limited:

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, unique designs, corporate governance, transparency and timely delivery of projects. The company has developed and constructed over 68 projects including residential complexes, integrated townships, commercial complexes and IT Parks covering a saleable area of >30 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: 'KoltePatil' (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 redevelopment projects that have lower capital intensity. The company has signed fourteen projects (four completed, four on going, six 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 has been rated 'AA-/Stable', short-term bank loan facilities as A1+ and nonconvertible debentures as AA-/Stable by CRISIL.

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, IL&FS, Planet Smart City and Marubeni Corporation.

Over the years, KPDL has received multiple awards and recognitions including Times Power Brand - Legacy Brand in Real Estate – Pune 2023, ET Business Awards- Most Iconic Luxury Brand in Real Estate 2022, Residential High Rise Architecture India2021, Asia Pacific Property Awards (IPA), Times Realty, 2021- 22 and Residential High Rise Architecture India2021, Top Challengers 2019-20 by Construction World Global Awards Online, Trusted Brand of the Year, Times Realty Icons – Best Realtor 2019, CNN NEWS18 – Developer of the Year Residential 2019, ET Now – Most Trusted Brand India's 2019, The Economic Times - The Game Changers of Maharashtra 2018 and Asia's Greatest Brand 2017 by AsiaOne.

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

For further information, please contact:

Dipti Rajput, CFA
VP – Investor Relations
Kolte Patil Developers Ltd.
304/A, The Capital, BKC, Bandra (E),
Mumbai – 400 051
Tel: +91 74004 81432
Email: dipti.rajput@koltepatil.com

Smit Shah
Adfactors PR
Oasis Complex, Kamala Mills Compound, City Hall,
Pandurang Budhkar Marg, Lower Parel West,
Mumbai – 400021
Tel: +91 98707 89596
Email: smit.shah@adfactorspr.com