



Kolte-Patil Developers Limited | Results Presentation | Q4 & FY25

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



24K Espada, Life Republic Township, Pune – Artist's impression

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Kolte-Patil Developers **At a Glance**

01

Leading

Real estate player in Pune with expanding presence across Mumbai & Bengaluru. Strong track record of delivering varied projects including gated communities, residential complexes, integrated townships, mixed-use projects, IT parks, commercial complexes

02

3 Decades

of presence being incorporated in 1991

03

Diversified offerings across customer segments

Kolte-Patil brand (addresses the mid-priced segment and premium segment) and 24K brand (addresses the premium luxury segment).

04

NSE/BSE Listed

IPO in Dec 2007

05

~36 Mn. Sq. Ft.

Project portfolio - under execution, approval, and land bank

06

> 30 Mn. Sq. Ft.

of area delivered across Pune, Bengaluru and Mumbai

07

Benchmark credit-rating

Long Term Bank Loan Facilities AA-/Stable (CRISIL)

08

Shareholding*

Promoters: 69.45%
Institutions: 9.74%
Others: 20.81%

*As on 31st March 2025



Key Highlights –FY25

- 01 | **Pre-Sales**
 - FY25 sales value at Rs. 2,791 cr; sales volumes at 3.6 Mn. Sq. Ft.
- 02 | **Collections**
 - **Highest ever** collections of Rs. 2,432 cr; up 18% YoY
- 03 | **Financial Performance**
 - **Highest ever** total Income of Rs. 1,764 cr, up 27% YoY
 - EBITDA of Rs. 227 cr, up 252% YoY
- 04 | **Operating Cash Flow**
 - Operating cash flow of Rs. 880 cr; up 102% YoY
- 05 | **Business Development**
 - During the year signed ~22 acres joint development project in Pune with potential saleable area of ~5 Mn. Sq. Ft. and GDV of ~Rs. 4,000 cr
- 06 | **Net Debt**
 - As on 31st March 2025, the Company's net debt stood at Rs. (5) cr
- 07 | **Deliveries**
 - 2 Mn. Sq. Ft.



Aros (Club), Life Republic Township, Pune – Artist's impression



24K Espada (Garden View), Life Republic Township, Pune – Artist's impression

Operational Highlights Q4 & FY25

New area sales	FY25	FY24	YoY	Q4FY25	Q3FY25	Q4FY24	QoQ	YoY
Value (Rs. cr.)	2,791	2,822	(1%)	631	680	743	(7%)	(15%)
Volume (Mn. 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. cr.)	2,432	2,070	18%	704	567	592	24%	19%

*Collections include contribution from DMA projects



Achieved annual sales of Rs. 2,791 crore in FY25

- Launched projects with a total GDV of ~Rs. 4,000 crore
- ~42% of the total pre-sales value for FY25 came from new launches
- Sustaining the sales momentum, KPDL's flagship project Life Republic (LR) registered sales volumes of 1.9 Mn. Sq. Ft. in FY25

Recorded milestone collections of Rs. 2,432 crore during FY25, marking a growth of 18% YoY

During FY25, average realizations at Rs. 7,758 per sq. ft. improved 8% YoY owing to higher realizations across projects demonstrating strong brand recognition for quality and delivery

Sales & Collections – Ongoing Projects – Q4 FY25

Project	Location	Area Sold (Mn. Sq. Ft.)	Sales Value (Rs. cr)	APR (Rs./Sq. ft.)	Collections (Rs. cr)
Life Republic	Hinjewadi	0.44	303	6,810	297
Universe(R10),LR	Hinjewadi	0.00	4	7,368	66
24K Altura	Baner	0.05	58	10,654	57
Giga Platinum	Viman Nagar	-	-	-	51
24K Manor	Pimple Nilakh	0.04	49	11,461	35
Springshire	Wagholi	0.08	49	5,940	23
Little Earth-Kiwale	Kiwale	0.04	23	5,821	17
Little Earth-Kiwale (Planet)	Kiwale	0.07	41	5,782	32
DMA	Baner	0.00	3	10,237	7
Other Projects	Pune	0.05	23	11,643	28
Total (Pune Projects)		0.77	553	7,229	613
Alora	Santacruz (E), Mumbai	0.01	32	21,618	16
La-Vita (B3)	Vashi, Mumbai	0.01	30	33,413	3
Vavyu	Dahisar (W), Mumbai	-	-	-	29
Verve	Goregaon (W) , Mumbai	-	-	-	33
Other Projects	Mumbai	0.00	11	39,012	2
Lakeside 24 (Raaga3)	Hennur Road, Bengaluru	0.01	5	8,386	5
Other Projects	Bengaluru	-	-	-	3
Total (Bengaluru + Mumbai Projects)		0.03	78	23,815	91
Total (Pune + Bengaluru + Mumbai Projects)		0.80	631	7,904	704

Sales & Collections – Ongoing Projects – FY25

Project	Location	Area Sold (Mn. Sq. Ft.)	Sales Value (Rs. cr)	APR (Rs./Sq. ft.)	Collections (Rs. cr)
Life Republic	Hinjewadi	1.88	1,270	6,757	1,073
Universe(R10),LR	Hinjewadi	0.03	25	8,786	269
24K Altura	Baner	0.34	347	10,147	223
Giga Platinum	Viman Nagar	-	-	-	51
24K Manor	Pimple Nilakh	0.26	292	11,244	143
Springshire	Wagholi	0.26	153	5,951	45
Equa	Wagholi	0.01	7	5,502	19
Little Earth-Kiwale	Kiwale	0.25	139	5,637	117
Little Earth-Kiwale (Planet)	Kiwale	0.24	134	5,662	131
DMA	Baner	0.03	29	10,510	27
Other Projects	Pune	0.05	52	8,466	86
Total (Pune Projects)		3.35	2,448	7,303	2,184
Alora	Santacruz (E), Mumbai	0.05	113	21,116	57
La-Vita (B3)	Vashi, Mumbai	0.02	66	33,340	3
K52	Khar (W), Mumbai	0.00	16	37,862	7
Vayuu	Dahisar (W), Mumbai	0.00	5	14,745	34
Verve	Goregaon (W) , Mumbai	-	-	-	53
Other Projects	Mumbai	0.00	-	-	6
Lakeside 24 (Raaga3)	Hennur Road, Bengaluru	0.13	100	7,738	25
Other Projects	Bengaluru	0.05	43	11,995	63
Total (Bengaluru + Mumbai Projects)		0.25	343	13,946	248
Total (Pune + Bengaluru + Mumbai Projects)		3.60	2,791	7,758	2,432

New Sales Analysis – Q4 FY25

Value
(Rs. cr)

701

632

746

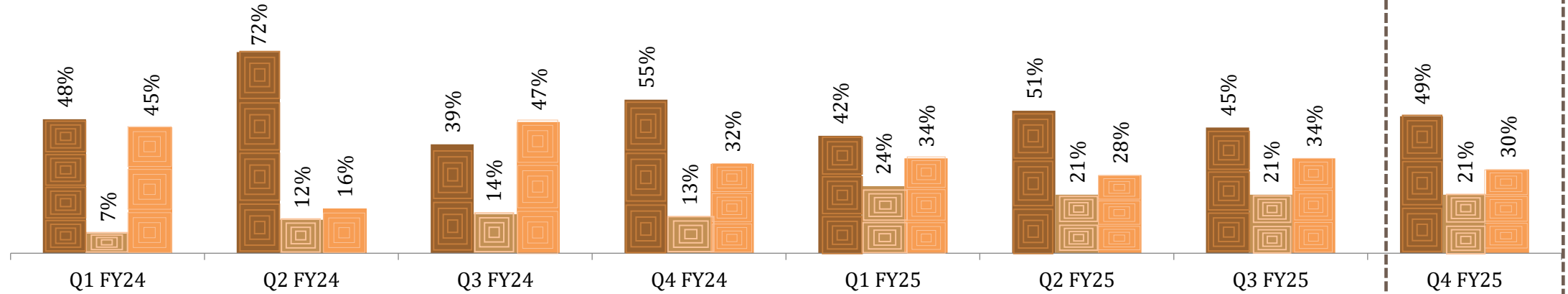
743

711

770

680

631



Volume
(Mn. Sq. Ft.)

0.93

0.98

0.98

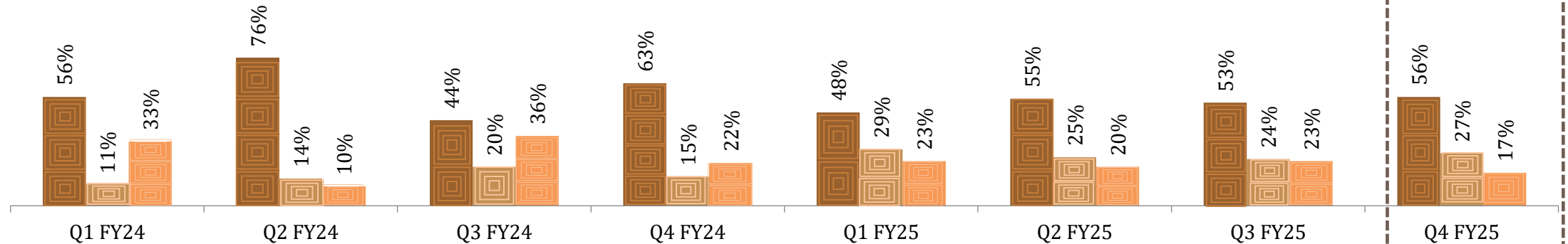
1.03

0.96

1.03

0.81

0.80



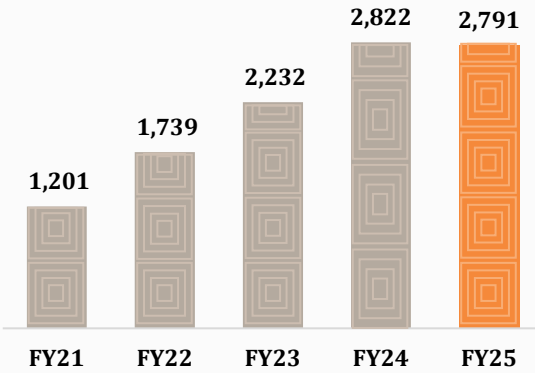
■ Township - Life Republic

■ MIG - Little Earth , Centria, Raaga, Exente, Downtown, Springshire, Ivy estate, Three Jewels, Equa

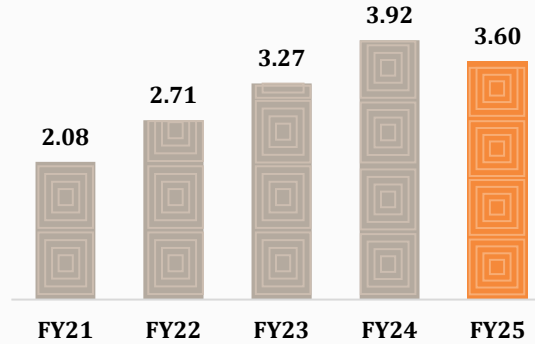
■ 24K Luxury, Mumbai & DMA- Giga, Evara, Stargaze, Verve, Vaayu, Alora, K52, Manor, Altura, La-Vita ,Serenio

Performance Highlights – Annual

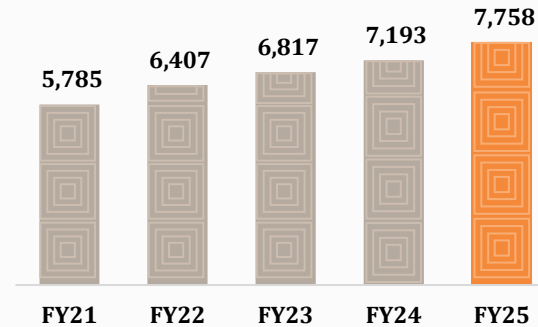
Sales Value (Rs. cr)



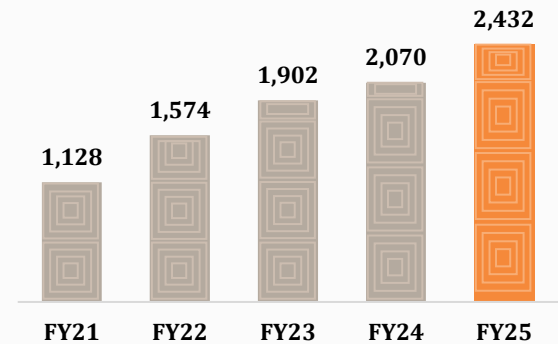
Sales Volume (Mn. Sq. Ft.)



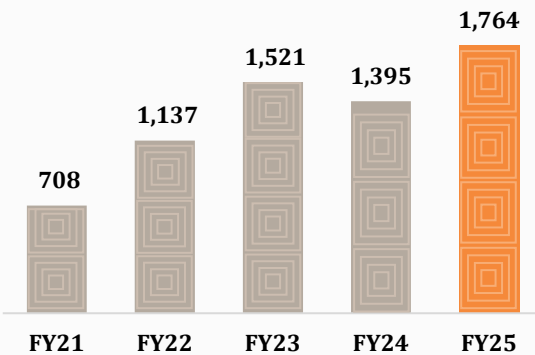
APR (Rs./sft)



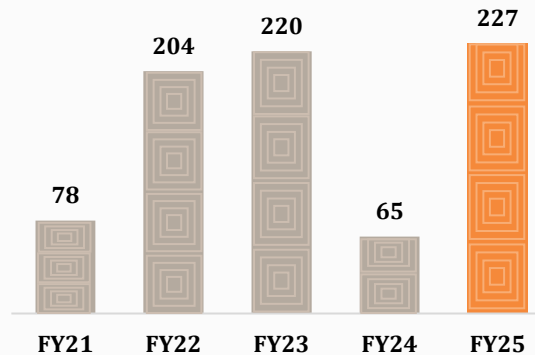
Collections (Rs. cr)



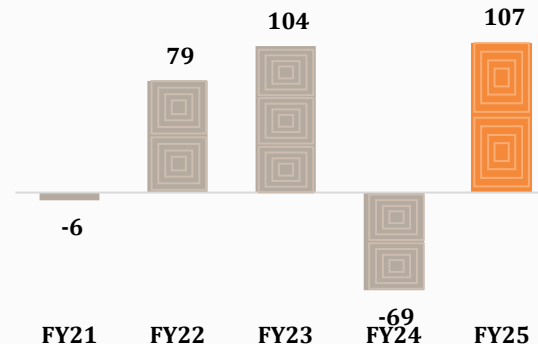
Total Income* (Rs. cr)



EBITDA** (Rs. cr)



PAT (Rs. cr)



FY25 - Highlights

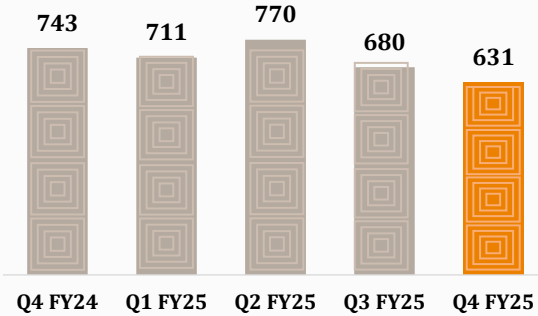
- Highest-ever Collections ↑ 18% YoY
- Highest-ever Realizations ↑ 8% YoY
- Highest-ever Total Income ↑ 27% YoY
- EBITDA ↑ 252% YoY

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

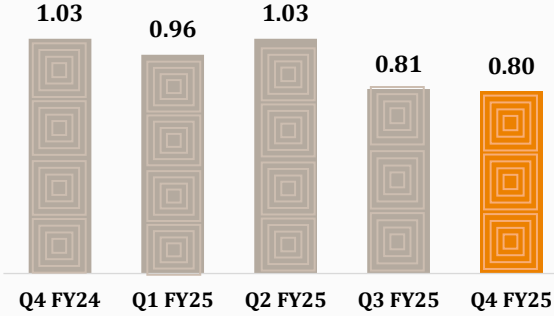
* Total Income = Revenue from Operations + Other income ; ** EBITDA = PBT after share of profit/(loss) of associates, joint ventures for the period/year + Finance Cost + Depreciation + Goodwill

Performance Highlights – Quarterly

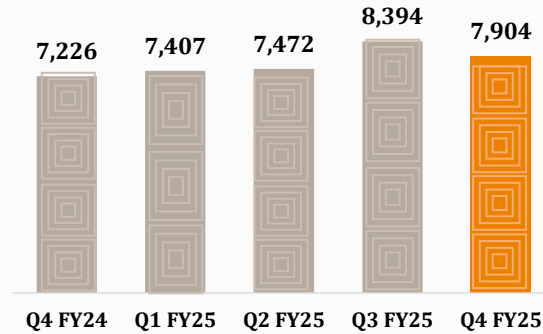
Sales Value (Rs. cr)



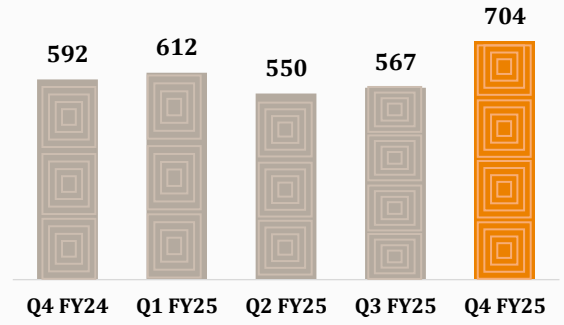
Sales Volume (Mn. Sq. Ft.)



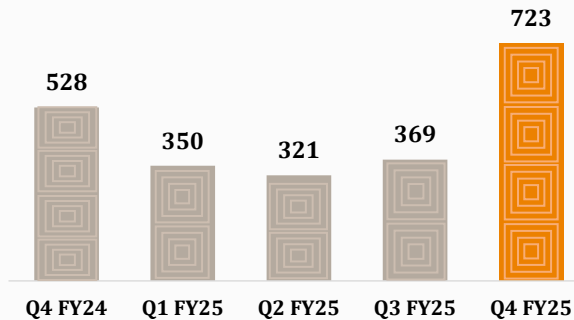
APR (Rs./sft)



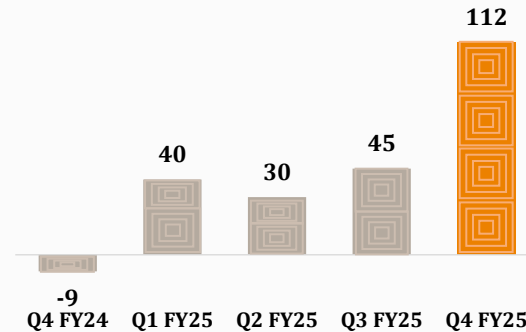
Collections (Rs. cr)



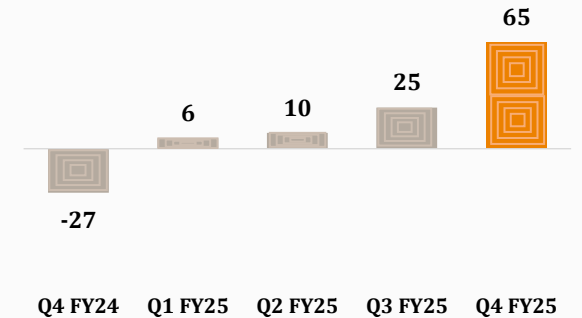
Total Income* (Rs. cr)



EBITDA** (Rs. cr)



PAT (Rs. cr)



Note: Volume in million square feet (msf) is based on saleable area ; Collections include contribution from DMA projects; Note: * Total Income = Revenue from Operations + Other income

** EBITDA = PBT after share of profit/(loss) of associates, joint ventures for the period/year + Finance Cost + Depreciation + Goodwill

Consolidated Profit and Loss Snapshot

P&L Snapshot (Rs. cr)	Q4 FY25	Q3 FY25	Q4 FY24	QoQ	YoY	FY25	FY24	YoY
Total Income*	723.2	369.3	527.7	95.8%	37.0%	1,763.7	1,394.8	26.5%
EBITDA**	111.9	45.4	(8.7)	146.5%	-	227.4	64.6	252.0%
EBITDA Margin (%)	15.5%	12.3%	(1.7%)	-	-	12.9%	4.6%	-
Profit before tax#	101.3	35.9	(44.6)	182.2%	-	171.2	(70.9)	-
PBT Margin	14.0%	9.7%	(8.5%)	-	-	9.7%	(5.1%)	-
Net profit/loss after tax (pre-MI)	66.3	26.3	(26.2)	152.1%	-	109.3	(67.5)	-
Net Profit (post-MI)	65.3	25.3	(27.1)	158.1%	-	106.6	(69.4)	-
PAT Margin % (post-MI)	9.0%	6.9%	(5.1%)	-	-	6.0%	(5.0%)	-

Note: * Total Income = Revenue from Operations + Other income

** EBITDA = PBT after share of profit/(loss) of associates, joint ventures for the period/year + Finance Cost + Depreciation + Goodwill

#PBT = PBT after share of profit/(loss) of associates, joint ventures for the period/year

Consolidated Debt Profile

Consolidated Debt Profile (Rs. cr)	31 st March 2025	31 st December 2024	31 st March 2024
	CCM	CCM	CCM
Net Worth	830	764	753
Gross Debt	1,109	1,181	1,079
Less: OCD/Zero Coupon NCDs	633	665	600
Debt	476	516	478
Less: Cash & Cash Equivalents & Current Investments**	481	634	503
Net Debt	(5)	(117)	(25)

The Company has been assigned a 'CRISIL AA-/Stable' rating; enhances KPDL's rating profile and highlights its focus on corporate governance



24K Manor, Pune – Artist's impression

**The Cash & Cash Equivalents & Current Investments are as per financial statements and do 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.

Abridged Cash Flows

Abridged Cash flows (Rs. cr)	Q4 FY25 (Un-audited)	FY25 (Un-audited)
Opening Balance* - A	768	606
Operating Activities:		
Collections	696	2,406
Construction Cost	(330)	(1074)
Other Expenses	(66)	(259)
Direct & Indirect Taxes	(61)	(193)
Operating Cashflow – B	239	880
Financing Activities:		
Interest	(12)	(55)
OD/CC Movement	(42)	(4)
OCD/CCD/Zero Coupon NCD (Redemption)/Subscription	(41)	(71)
Dividend	-	(42)
Financing Cashflow – C	(95)	(172)
Investing Activities:		
TDR/Premium Costs/Approval Cost / New Business Development	(6)	(293)
JV Partner/Land Cost/PE Payout	(215)	(330)
Investing Cashflow – D	(221)	(623)
Closing Balance* (A+B+C+D)	691	691

*The inflows and outflows for associate companies are considered in the above cash flow. Accordingly, the closing balance includes Rs. 111.2 cr pertaining to associate companies which are not consolidated in the consolidated financial statements. Further, this also includes Rs. 113.4 cr pertaining to Bank deposits having maturities of more than 12 months from the Balance Sheet date

Project Launches

Project	Location	Use	Total Saleable (Mn. Sq. Ft.)	Topline Potential (Rs. cr)	FY23 Launches (Mn. Sq. Ft.) (Rs. cr)		FY24 Launches (Mn. Sq. Ft.) (Rs. cr)		FY25 Launches (Mn. Sq. Ft.) (Rs. cr)	
Little earth	Kiwale	Residential	2.50	1,400	0.77	450	0.58	320	0.93	565
24K Manor	Pimple Nilakh	Residential	0.80	900	-	-	0.55	600	0.25	300
24K Altura	Baner	Mixed Use	1.60	1,550	-	-	1.31	1,200	0.29	350
Springshire, Wagholi	Wagholi	Residential	0.72	450	-	-	-	-	0.72	450
Pune Total			5.62	4,300	0.77	450	2.44	2,120	2.19	1,665
Life Republic	Hinjewadi	Residential	7.20	4,848	2.09	1,260	2.47	1,576	2.64	2,030
Life Republic Total			7.20	4,848	2.09	1,260	2.47	1,576	2.64	2,030
Golden Pebbles	Kalina	Residential	0.13	300	0.13	300	-	-	-	-
Sukh Niwas	Khar		0.03	110	0.03	110	-	-	-	-
B3	Vashi		0.12	300	-	-	-	-	0.12	300
Mumbai Total			0.28	710	0.16	410	-	-	0.12	300
Lakeside 24(Raaga3)	Bengaluru	Residential	0.18	120	-	-	0.18	120	-	-
Total			13.28	9,978	3.02	2,120	5.09	3,816	4.95	3,995

KPDL Project Portfolio – 31.03.25

Gross Details (including partner's share)

Projects (Pune Excl. LR)	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
24K Altura (Baner)	100%	0.6	-	-	0.6
Pimple Nilakh	100%	0.4	-	-	0.4
Equa / Wagholi	36%	0.05	-	-	0.05
Little Earth-Kiwale	100%	0.2	0.6	-	0.8
Little Earth-Kiwale (Planet)	10%	0.2	-	-	0.2
Giga	100%	-	0.7	-	0.7
Springshire	100%	0.5	-	-	0.5
NIBM	67%	-	1.2	-	1.2
Ghotawade	50%	-	-	3.2	3.2
Downtown	100%	-	1.1	-	1.1
Aundh	100%	-	-	1.0	1.0
Kalyani Nagar	100%	-	-	1.0	1.0
Wadgoan Khurd	72%	-	-	5.0	5.0
Boat Club Road	100%	-	-	0.4	0.4
Pune Total:		1.9	3.6	10.6	16.2

Total Top-Line Potential – Rs. ~12,700 cr

Projects (LR)	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
Life Republic	100%*	2.1	4.1	11.8	18.1
Universe (R10), LR	49%	0.03	-	-	0.03
LR Total:		2.1	4.1	11.8	18.1

Total Top-Line Potential – Rs. ~12,150 cr

Saleable area in million square feet based on current FSI norms and subject to change;

Top-line potentials are based on current estimates.

*With effect from Oct. 2023

Gross Details (including partner's share)

Projects (Mumbai)	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
Sukh Niwas (K52)	100%	0.01	-	-	0.01
Golden Pebbles (Alora)	100%	0.1	-	-	0.1
B3, Vashi	50%	0.1	-	-	0.1
Vishwakarmanagar	100%	-	0.6	-	0.6
Jal Nidhi	100%	-	-	0.2	0.2
Jal Mangal Deep	100%	-	-	0.3	0.3
Nand Dham	100%	-	-	0.2	0.2
Laxmi Ratan	100%	-	-	0.1	0.1
Shree Avadhoot	100%	-	-	0.4	0.4
Mumbai Total:		0.2	0.6	1.2	2.0

Total Top-Line Potential – Rs. ~3,700 cr

Projects (Bengaluru)	KPDL Share	Ongoing & Unsold	Under Approval	Land Bank	Total
24K Grazio	100%	-	0.2	-	0.2
Lakeside 24 (Raaga3)	100%	0.1	-	-	0.1
Bengaluru Total:		0.1	0.2	-	0.3

Total Top-Line Potential – Rs. ~220 cr

Projects (Pune + Mumbai + Bengaluru)	Ongoing & Unsold	Under Approval	Land Bank	Total
Total Company Portfolio	4.0	8.5	23.6	36.1

Total Top-Line Potential – Rs. ~28,770 cr

Business Outlook

Sector consolidation

- Formalization of the Indian real estate sector, driven by conducive legislations like RERA now in place and further accelerated by Covid-related transitions, has resulted in larger market share moving to organized, execution-focused developers such as KPDL

Efficient capital deployment

- Continue to evaluate strategic and financial partnerships that enable us to scale our operations while diversifying the portfolio of projects with limited capital commitment

Operational Excellence

- Focus on faster sales, approvals, construction and collections
- Strong digital connect acting as an incremental sales channel
- Prudent investments in technology to reduce construction time

Priority Launches

- 3 cities – Pune, Mumbai & Bengaluru
- Launched ~ 5 Mn. Sq. Ft. of saleable area with GDV of ~Rs. 4,000 cr

Diversifying geographical presence

- 14 society redevelopment projects in Mumbai - 4 completed, 4 ongoing, 6 future projects
- Mumbai and Bengaluru targeted contribution - ~30% of sales value

Strong demand

- Government's continued focus on housing for all, infrastructure development, and pro-business policies provides a strong foundation for growth
- Housing demand is expected to chart steady course in 2025 driven by increasing homeownership appetite, improved affordability and ongoing infrastructure enhancements

New project acquisition







- Targeting new business development across geographies through outright/structured deals and JVs/JDAs
- During FY25 signed ~22 acres joint development project in Pune with potential saleable area off ~5 Mn. Sq. Ft. and GDV of ~Rs. 4,000 cr

Consolidating leading position in Pune


- KPDL is leveraging its strong brand name/market position to accelerate development and launch new projects and subsequent phases of ongoing projects
- Expanded portfolio into high-potential micro markets while accelerating sales at the flagship Life Republic project

Awards and Recognitions – KPDL received 60+ awards in the last five years

KPDL Awards

 Legacy Brand in Real Estate – Pune, Times Power Brands, 2023	 Most Iconic Luxury Brand in Real Estate, 24K, ET Business Awards, 2022	 Trusted Brand of the Year, Times Realty, 2021-22	 Top Developer of the year, Times Real Estate Icons, 2020-21
 Best Realtor , Times Realty, 2019-20	 Brand Excellence in Real Estate Sector, ABP News, 2019-20	 India's Top Challengers, Construction World Global Award, 2020-21	 India's Most Trusted Real Estate Brand, TRA's Brand Trust Report 2020
 Brand of the Year, Economic Times, 2018-19	 Game Changer of Maharashtra, Economic Times, 2017-18	 Developer of the Year Residential, CNN NNEWS18, 2019-20	 Most Trusted brand, ET Now, 2019-20
 India's Top Challengers, Construction World 2017-18	 Developer of the Year, Realty Plus, 2016-17	 Luxury Developer of the Year – 24K, Times Network, 2017-18	 Most Trusted Real Estate Brand, Times Network, 2017-18

Project Awards

 Best residential development 20+ units India - 24K Atria, Asia Pacific Property Awards FY 2024- 25	 Residential Project - Township (Metro : Ongoing)- LIFE Republic, ET Real Estate Awards 2023 – WEST	 Residential Project – Mid Segment (Metro : Ongoing)- AROS, ET Real Estate Awards 2023 – WEST	 Best Township Project, Pune (Life Republic), Times Power Brands, 2023
 Luxury Project of the year – K52, Real Estate Business Excellence, Zee Business, 2023	 Residential Property India – 24K Stargaze By Kolte Patil Developers Limited, Asia Pacific Property Awards (IPA) 2022-23`	 Best Township Project – Pune, Life Republic by Kolte Patil, Times Power Brands, 2023	 Luxury Project of the year – K52, Real Estate Business Excellence, Zee Business, 2023
 Top Mid-segment Homes, Project Little Earth, Pune Mirror (Real Estate Icons), 2022	 Luxury Project of the year – 24K Stargaze, ET Now, 2019-20	 Residential High Rise Architecture India, Asia Pacific Property Awards (IPA), 2020-21	 Top Township projects (above 350 acres), Times Real Estate Icons, 2020-21
 Luxury Project of the year – 24K Stargaze, Times Network, 2017-18	 Innovative marketing campaign of the year – Life Republic, ET Now, 2019-20	 Integrated Township of the year, CNN News18, 2019-20	 Integrated Marketing Campaign (360 Degree) Canvas at Life Republic; ET Real Estate Awards '25
 Residential Project Villa - 24K Espada Project at Life Republic - The ET Real Estate Awards 2025	 Luxury Project Of The Year - 24k Manor - The Golden Brick Awards, Dubai - May 2024	 Residential Project – High-End (Ongoing: West) – 24K Manor - The ET Real Estate Awards 2025	 Architecture Residential High Rise Architecture India - 24K Manor - Asia Pacific Property Awards – '25-'26



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 68 projects including residential complexes, integrated townships, commercial complexes and IT Parks covering a saleable area of >30million 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

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