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TRUST US

Create. Lead. Grow.





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We have been in business for a decade and a half. And are proud of having created a unique organization. An organization built on robust and steadfast Trust. Trust is the single biggest contributor to our evolution as a successful company, so far. Trust takes a very different proportion of significance in our business. It is a driver of the business.

The more trust we have in our abilities, the better location we buy. The more trust we put in our designing and focus on consumer insights, the better we create. The more we trust the quality of our construction partners, the stronger are our structures. And the result.

More customers trust us. And they tell others proudly of owning a piece of Kolte-Patil real estate. And thus we create more customers who trust us. The result of this ever-expanding base of trusting customers is that our reputation grows exponentially. Over the years, we have evolved as one of the most preferred real estate companies in Pune. And Bangalore.

The last decade and a half of Kolte-Patil Developers Limited (KPD) have meant trust.

We trust you, a valuable shareholder of Kolte-Patil to enable us to carry forward this legacy into new horizons.

To Create. To Lead. And to Grow.

Real estate is real estate, right? We differ.

Create: Without embracing innovation, real estate loses meaning. At Kolte-Patil trust us to create. Some of the partnerships and innovation in financial structuring we have done has put us at the forefront of innovative leadership in the various facets of our business. Leading financial institutions have trusted us over many others. ICICI Venture and Yatra Capital to name a few. In the process, we are setting benchmarks everyday in various aspects of development.

Lead: In our area of operations trust us to lead. And dominate. We are a comprehensive real estate company with a diverse portfolio that includes an entire gamut of projects ranging from quality housing, commercial spaces, IT parks, SEZs and comprehensive townships. In Pune, we are the leaders, by far. We like to be leaders not just in size, but in innovation too.

Grow: Kolte-Patil is one of the most comprehensive and diverse real estate company. And that's what makes us special. Our ability to understand the sector in its completeness and participate holistically. And that's how the growth horizon expands. And the quality of earnings becomes better, thanks to the de-risking portfolio. In the next 5 years, we are developing approximately 6 times of what we have developed in the last decade and a half.



TRUST US

*to become one of the most
comprehensive and
respected names in
Indian real estate*

Kolte-Patil is synonymous with real estate in Pune and Bangalore. A trendsetter in these cities, fulfilling the ever increasing lifestyle demands of the modern Indian economy, and delivering very high quality on time, everytime. For the last decade and a half.

Time to think big. Think pan-India.

Ambitious growth has always been the mantra at Kolte-Patil. Leveraging our past, our pedigree and our performance to take Kolte-Patil to other parts of India.

We are always expanding horizons and there is now a paradigm shift. We are now focusing on SEZs and large scale comprehensive townships.

And this requires a specialized approach. Thanks to our linkage with a global resource pool we are able to offer a comprehensive and integrated offering (including facilities management) with sustainable quality. We are known for great quality at affordable prices and hence are best suited for projects of such size.

We have one of the most diversified real estate portfolios in this part of the country. Residential, commercial, retail, townships, SEZs, hospitality and more. We have done it all.

We have acquired a substantial land bank and have planned large scale execution of projects in the near future. Trust us to evolve as one of the most comprehensive and respected names in Indian real estate.

Trust us.



TRUST US

*to become one of the
most relevant players
in the Indian
hospitality sector*

*a*s India's economic growth gathers steam, we believe that more Indians will travel within India and even more from all around the world. The hospitality industry is all set to explode. Pune and Bangalore have a shortage of over 18000 rooms. Hospitality is a mix of real estate and service. And we believe we have expertise in both.

With our possession of premium land parcels ideally located for either hotels or serviced apartments, we will be fast-to-market and that is critical. With our focus on quality and timelines, this opportunity suits us.

In the next 4-5 years, we propose to have 3 properties operational in Pune and Bangalore. The details of the projects are:

- 200 high-end serviced apartments at Hinjawadi in Pune, which are under construction and likely to be operational by 2009
- A 5-star hotel at Nagar Road in Pune, which is at the planning stage
- A 4-star hotel and serviced apartments complex at Hosur Road in Bangalore. This too is at the planning stage

We are confident that we will emerge as a significant player in the hospitality business, with hotels and serviced apartments in key locations pan-India.



TRUST US

*to be one of the most
sought-after partners
in the financial
community*

a man is known by the company he keeps. This is true for our sector as well. And we have done well in this area. ICICI Venture, Yatra Capital, Arora International, Pristine Developers and Arista Properties have chosen Kolte-Patil to partner. Not just once, but multiple times. We have three partnerships with ICICI Venture, the largest Real Estate fund in the country.

We have chosen a partnership approach to growth. Partnership with strong financial partners ensures we are never short on capital. They also bring strong financial discipline on the table. With partnership, we de-risk and expand our horizons as well. In our business, capital is also a raw material to grow and financial partnership is the future.

We have several partnerships to our credit.

We are probably the only company in India to have entered into such a number of meaningful JVs and partnerships. We are now also looking at partnerships with reputed financial investors to form real estate funds to leverage our expertise and earn profits from our knowledge base. To grow. To lead. To dominate. With partnerships and asset management, we have access to long-term, high quality capital and this, in the long run, will become our primary differentiator.

We are one of the most sought-after partners amongst the financial community. Trust us.

Chairman's Message



Dear Shareholders,

This is my first communication to you after the IPO and I welcome you all to the KPDL family. The year 2007-08 was a landmark year for KPDL, with the Company's IPO being amongst the most successful last year, getting oversubscribed more than 45 times. The IPO has added to the Company's strength. To deliver. To grow. Your Company believes that if you have the vision, the passion and the determination, you can achieve anything. KPDL too has a vision. To be the leader in the real estate sector in the country. And the opportunity for this is huge.

The Indian economy is on a structural uptrend and is expected to grow at around 8.5% per annum for the next few years. The buoyant growth in the economy, favourable demographics, rapid urbanization and a liberalized Foreign Direct Investment (FDI) policy have stimulated demand for land and developed real estate across all segments. Growing at an average annual rate of around 30%, Real Estate is amongst the fastest growing sectors today.

With India's rapid growth, cities like Bangalore, Hyderabad, Chennai, Pune, Nagpur and Indore have emerged as growth centres with companies from all over the world looking at investing in these cities. This has led to a substantial increase in the demand for new offices and homes in these areas. Taking cognizance of this opportunity, your Company is expanding its operations to cover all these cities. KPDL also plans to make a foray into the international real estate market and in line with this, the Company has set up its presence in Dubai.

SEZs and large scale composite townships are going to be high growth asset classes in the future. Over the last decade and a half, the Company has established its position as a prominent player in the residential and commercial segments of the real estate industry. It has acquired a reputation for consistently delivering very high quality construction at affordable prices. KPDL plans to leverage this experience and expertise to take on large scale SEZ and township projects where size, quality, affordability, sustainability, project management and execution are key factors.