

Kolte-Patil Developers Limited
Annual Report 2015-16

15/16



The Power of Execution

Building faster. Marketing faster. Collecting faster.

Corporate information

Board of Directors and Key Managerial Personnel:

Mr. Rajesh Patil : *Chairman and Managing Director*

Mr. Naresh Patil : *Vice Chairman*

Mr. Milind Kolte : *Executive Director*

Mrs. Sunita Kolte : *Non-Executive Director*

Mrs. Vandana Patil : *Non-Executive Director*

Mr. Prakash Gurav : *Independent Director*

Mr. Umesh Joshi : *Independent Director*

Mr. Jayant Pendse : *Independent Director*

Mr. G. L. Vishwanath : *Independent Director*

Mrs. Manasa Vishwanath : *Independent Director*

Mr. Gopal Sarda: *Chief Executive Officer (Mumbai) and Group President*

Mr. Atul Bohra: *Chief Financial Officer*

Mr. Vinod Patil: *Company Secretary*

Registered Office:

2nd Floor, City Point, Dhole Patil Road,
Pune – 411001

Tel. No. +91-20-66226500

Fax No. +91-20-66226511

Website: - www.koltepatil.com

Regional Office:

Bangalore:

22/11, 1st Floor, Park West, Vittal Malya Road,
Bangalore- 560001

Tel. No.: +91-80-22243135, 22242803

Fax No. +91-80-22120654

Mumbai:

501, The Capital, G Block, Bandra-Kurla Complex,
Bandra, Mumbai- 400052

Telephone: +91 84 1190 5000 / +91 84 1190 6000

Bankers:

IDBI Bank Limited

Axis Bank Limited

State Bank of India

Vijaya Bank

HDFC Bank Limited

ICICI Bank Limited

Statutory Auditors:

M/s. Deloitte Haskins & Sells LLP

Chartered Accountants,

Firm Registration No. 117366W/W-100018

706, B Wing, 7th Floor, ICC Trade Tower,

International Convention Centre,

Senapati Bapat Road, Pune - 411016

Tel. No. +91-20-66244600

Fax No. +91-20-66244605

Registrar and Share Transfer Agent:

Bigshare Services Private Limited

E/2 & 3, Ansa Industrial Estate

Sakivihar Road, Sakinaka,

Andheri (E), Mumbai- 400072

Tel. No. +91-22-40430200

Fax No. +91-22-28475207

Website: - www.bigshareonline.com

Email: - investor@bigshareonline.com

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Kolte-Patil Developers Limited.

The undisputed residential real estate leader in Pune.

Now extending its presence to Mumbai.

Leveraging its strong brand to expand into the Mumbai realty market. With the objective to accelerate growth and enhance stakeholder value.





Foundation

Kolte-Patil Developers Limited is one of the most attractive proxies of India's mid-end residential real estate sector, headquartered out of Pune.

The company, promoted by Mr. Rajesh Patil, Mr. Naresh Patil and Mr. Milind Kolte commenced operations in 1991.

Over the last few decades, the company has developed several projects spanning across residential, commercial & IT parks.



Presence

Kolte-Patil Developers Limited's operations are concentrated in Pune even as the Company is extending its presence to Mumbai. The company also has an established presence in Bengaluru and presently has three ongoing and two upcoming projects in prime locations. The company is engaged in society redevelopment projects in Mumbai comprising 11 locations.

Kolte-Patil Developers Limited went public in 2007; the company's shares are listed on the Bombay Stock Exchange and National Stock Exchange (market capitalization of over ₹785 cr as on 31 March 2016).



Impact

Kolte-Patil's properties are landmarks around which locational references are created.

The Company's properties comprise of Life Republic in Hinjewadi, Ivy Estate in Wagholi, Downtown in Kharadi and Three Jewels in Kondhwa.



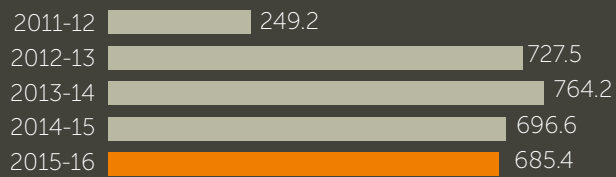
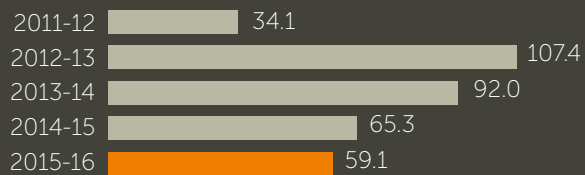
Certifications and ratings

Indian Green Building Council certification for the Company's projects at: City Vista at Kharadi, Pune • GIGA Residency at Viman Nagar, Pune • Jazz Phase II at Pimple Nilakh, Pune • Sanjeevani Integrated Township LLP at Urse, Pune • Life Republic at Hinjewadi, Pune • Vibhu-KP Township at Ghotawade, Pune



Awards and accolades

- 24K GLITTERATI, Premium Project - 2013, NDTV Award
- 24K GLITTERATI, Luxury Project - 2013, Realty Plus
- 24K GLITTERATI, Luxury Residential Project - 2013, Estate Award
- 24K ALLURA, Best Luxury Segment Project - 2013, CNBC Awaaz
- FLORENCE, 100% Complete Residential - 2013, CNBC Awaaz
- TUSCAN ESTATE, Silver Award for Brochure-AIFMP National Awards - 2014 for Excellence in Printing
- TUSCAN ESTATE, Corporate Match Box Campaign wins Best, Ooh Marketing Campaign of the Year by Realty Plus Excellence Awards - 2014
- LIFE REPUBLIC, Television Campaign of the year - 2014, Realty Plus
- LIFE REPUBLIC, Integrated Township of the year above 350 acres - 2014, Realty Plus
- LIFE REPUBLIC, Integrated Township of the year above 350 acres - 2015, Realty Plus
- Developer of the year (Residential) - 2016, Realty Excellence awards
- NEST FEST, Innovative marketing campaign of the year - 2016, Realty Plus
- IVY ESTATE, Residential property of the year - 2016, National Award for Excellence in Real Estate & Infrastructure

Revenues*(₹ in cr)***EBITDA***(₹ in cr)***PAT***(₹ in cr)***EBITDA margin***(%)***PAT margin***(%)***Total area sold***(In million square feet)*

OPERATIONAL HIGHLIGHTS, 2015-16

ENGAGED IN THE EXECUTION OF
27 PROJECTS

COMPLETED AND HANDED OVER
1,500 UNITS
OF RESIDENTIAL SPACE IN 2015-16

FINANCIAL HIGHLIGHTS, 2015-16

REVENUES OF
₹685.4 CR
AS COMPARED TO ₹696.6 CR IN 2014-15

EBITDA OF
₹184.3 CR
COMPARED WITH ₹204.4 CR IN 2014-15

PAT OF
₹59.1 CR
COMPARED WITH ₹65.3 CR IN 2014-15

SALES COLLECTION OF
₹936.9 CR
COMPARED WITH ₹895.5 CR IN 2014-15

In 2015-16, the real estate industry was marked by a slowdown.

Marked by a decline in disposable surpluses. Interest rates remaining high. Buyers deferring purchase. Realty realizations either staying flat or declining. Pace of real estate construction weakening.

In this pessimistic scenario, prospective buyers trusted only one reality: Pace of project completion.

Projects that demonstrated construction speed sold homes faster than those with extended schedules.

This reality narrowed the buyer's attention and builder's priority to that one overarching differentiator.

Execution.



The delivery of a completed apartment is marked by hundreds of variables.

Site laborers leaving to harvest their crop.

Municipal clearances not arriving on time.

Excessive rain.

Unforeseen unavailability of resources.

Inadequate working capital.

Poor systems and processes.

Equipment unavailability.

At Kolte-Patil, we addressed these diverse challenges with a three-word resolution.

'Finish on time.'

'Finish on time' was not just a statement by which we encouraged people to work better and faster.

At Kolte-Patil, this was a simple statement through which we virtually reinvented the entire organisation.

In the past, timely delivery was seen as a responsibility of the construction team. In the reinvented organisation, this is seen as a holistic multi-team commitment.

In the past, timely delivery was perceived as a function of recruiting more labour. In the reinvented organisation, this is seen as the result of technology interplay, successful branding, effective marketing and superior working capital management.

In the past, timely delivery was one among a number of organisational priorities. In the reinvented organisation, this is the single overarching focus.

In the past, the word 'execution' implied a narrow focus on construction efficiency. In the reinvented organisation, the word is associated with the effectiveness of every single function.

