



# POWER OF DISCIPLINE

Doing more with less to deepen  
our anti-fragile foundation

Kolte-Patil Developers Limited  
Integrated Annual Report 2020-21

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#### Abbreviations used in the Annual Report

IOD: Intimation of Disapproval or Authorisation (first permit for construction); key approval or milestone in redevelopment projects

OC: Occupation Certificate (facilitating apartment handover)

OCF: Operating Cash Flow

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**“DISCIPLINE  
IS CHOOSING  
BETWEEN WHAT  
YOU WANT NOW  
AND WHAT YOU  
WANT MOST”**

ABRAHAM LINCOLN

# DISCIPLINE AND KOLTE-PATIL



# POWER OF DISCIPLINE

The first half of FY 2020-21 was one of the most challenging for the Indian economy in general and the country's real estate sector in particular.

India's Gross Domestic Product de-grew 7.3%, a rare economic occurrence in decades.

Kolte-Patil responded to this challenging environment by doing what it always had: offered a wide consumer choice, delivered properties on schedule, marketed smarter, diversified and deepened its footprint, augmented its projects portfolio, entered into global partnerships, accelerated collections and moderated debt.

In doing so, KPDL maintained its dominant position in its largest market (Pune), strengthened its brand presence in Mumbai and Bengaluru and protected the integrity of its Balance Sheet.

The Company's response can be encapsulated in one word.

*Discipline.*

# **DISCIPLINE. SUSTAINABILITY. STAKEHOLDER VALUE.**

At Kolte-Patil, discipline is the practice of making considered choices and staying true to them across market cycles.

Discipline is the commitment to invest prudently in these select choices with the objective to generate long-term business upsides.

Discipline is the resolve to stay true to our focus on creation - not construction – that translates into the building of communities, aggregating neighbours for life, creating homes and spaces that grow on residents, providing sustainable value to communities, graduating employees into entrepreneurs and seeing in every associate a long-term stakeholder.





## THE D3 CONVICTION: DISCIPLINE DELIVERS DIVIDENDS

**Spread thick**

Grow the business  
in locations with  
multi-decade  
potential

**Spoil the  
consumer**

Offer a wide choice  
of home across  
sizes, locations and  
budgets

**Enhance  
predictability**

Deliver properties  
on schedule

**Fight for recall**

Market properties  
smarter; make it  
easier to buy

**Global  
partnerships**

Seek global  
partners – capital  
or builders

**Fiscal discipline**

Moderate debt;  
accelerate  
collections

**Kolte-Patil Developers Limited.**

# **AHEAD OF THE CURVE.**

The Company was faced with the challenge of growing its presence in one city *but extended to three.*

It encountered diverse growth options *but entered India's financial capital with a niche strategy.*

It encountered a slowing market *but protected its liquidity.*

It invested in growth *but enhanced accruals and deleveraged.*

Result: Stronger brand, respect and competitiveness.

*Protected by values.*

*Driven by discipline.*



### Footprint

Kolte-Patil Developers Ltd. is one of India's leading residential real estate companies. The Company was formed nearly three decades ago with the philosophy of 'Creation, not Construction'. Over the years, the Company has established itself as one of the leading residential real estate developers in the country.

Even as the Company is headquartered in Pune, it is present in three Indian markets with attractive potential – Pune, Mumbai and Bengaluru. The Company has been enjoying a dominant position in Pune for years, holding its ground against national builders of repute. The Company has developed and constructed over 50 projects, including residential complexes, commercial complexes and IT parks, covering a saleable area of over 20 Million square feet across the markets of its presence.

### Promoters

The promoters of Kolte-Patil Developers Limited possess three decades of rich sectorial experience. Their able stewardship empowered the Company to weather market cycles, validating its competitiveness in some of the most challenging economic phases. The promoters validated their employees-first commitment when they voluntarily took a 50% salary reduction in FY 2020-21 to tide over COVID-19 uncertainties.

### Track record

The Company had delivered over 20 Million sq. ft of residential units across Pune, Bengaluru and Mumbai in its existence by the close of FY 2020-21. The Company had about 9.13 Million sq. ft under execution (sold and unsold) by the close of FY 2020-21.

### Credit rating

The Company is not only a respected developer; it is also one of the least leveraged, with an established track record of positive operating cash flows. The Company enjoys CRISIL A+ / Stable rating, one of the highest ratings accorded to an Indian residential real estate developer by CRISIL.

