

## Kolte-Patil Developers Ltd. emerges as top developer in the top realty market of the country – Pune

### Company overview

Even in the scenario of gloom and doom in the real estate sector worldwide and to an extent in India, Pune has emerged as the top performing city of the country alongside Bengaluru. Pune has witnessed robust launches, clever project formats and consistent demand from home buyers, states an October report by SBI Capital Securities Ltd. This is the only market in the country maintaining a healthy months inventory of 12-14 months. Consistent sales have ensured healthy construction activity and timely delivery of projects. Pune market has seen a YoY increase of 14% in Price per square feet.

In the coming time, we see decent absorption levels in Pune in the coming quarters and inflation is putting pressure on pricing which will increase in the coming quarters; said Mr Sujay Kalele, CEO – Kolte-Patil Developers Ltd.

Listed on both top stock exchanges of India, BSE and NSE, the company has transformed into a professionally-managed real estate development company headquartered at Pune. Over the last two decades, the organization has emerged as a frontrunner in developing real estate across the city in areas like Kharadi, Viman Nagar, Wagholi, NIBM, Aundh Annex and Hinjewadi. The company's product portfolio straddles residential, commercial and township segments. Its residential repertoire offers 2/3/4 BHK apartments, garden apartments, penthouses, and villas across multiple price points targeting mid-income groups to luxury property investors. From hundreds of acres of integrated townships, a slew of residential projects to retail centers, KPDL has made its presence felt across every segment, both in Pune and Bengaluru. Plans are also underway to foray into south-central Mumbai.

### Key milestones

- Getting a public listing in the year 2007. Commenting on the need to get the company listed, Mr Rajesh Patil, CMD, KPDL said; **“At that point, going public was essential from the future growth perspective. The changing market dynamics too, demanded thorough professionalism. Moreover, we had already partnered with many private equity funds and the company's in-built culture of transparency, corporate governance and high standards of internal systems and controls made it easy to take the step.”**

- A company that began with a 8,000 sq ft residential project in 1989 — Mr. Patil's first assignment—has today ballooned into a vibrant enterprise that has constructed almost 8 million sq ft of real estate and has accumulated a land bank of about 30 million sq. ft. in Pune and Bengaluru, with around 8 million sq ft of actual area under execution.

- Today, KPDL is the biggest Real Estate player in Pune with 8% market share (by value and volume in FY: 2011-12)

-KPDL sold 2.85 million square feet in the FY 2011-12 in Pune.

- Booking value of area sold FY 11-12: approximately INR 1100 Crores.

### Mission

To deliver immaculate products and services employing cutting-edge infrastructure with meticulous planning and execution. To provide our clients and investors unparalleled value additions and ROI. To attract and nurture the best talent by virtue of 'best in the business' practices.

### Vision

KPDL aims to enhance lives by creating great places to live and work in. It also sets a high benchmark for eco-friendly integrated solutions that align with the company's core values: honesty, innovation, teamwork, excellence, customer satisfaction, affordability and a commitment to time schedules. This is the company's enduring legacy to the communities it serves.

### Kolte-Patil Creations

Kolte-Patil Group is present across different residential segments, albeit as various sub-brands under its umbrella brand – Kolte-Patil Developers Ltd. Each of these brands is not only different in terms of the products it offers, but also in the clients they serve and the teams which execute the projects.

**“The decision to establish a bouquet of brands was taken in 2010 as we felt that the customers were getting confused with the scale of product offerings”**, iterates Mr. Patil.

Pioneering new trends in the luxury real estate space, the group introduced the brand **24K**. 24K is a premium brand by Kolte Patil Developers Ltd. It offers finest homes, extraordinary in terms of location, engineering, designing and amenities. 24K is for people who have everything. It goes beyond every conceivable notion of opulence. 24K is designed with a discreet sense of real luxury that's inversely proportionate to ostentation. Not many will get it. And that's the point.

These homes offer multifarious choices from luxury to ultra-luxury ranging from 2,000 to 6,000 sq. ft. apartments, garden homes and penthouses. For a Pune resident, 24K is the ultimate in sybaritic living. Even for non-residents, it has a welter of irresistible investment opportunities.

### Ongoing 24K Creations

**-Glitterati at Pimple Nilakh** : Located next to the Mula-Mutha river, 24K Glitterati overlooks swathes of greenery and beauteous mountain ranges. Apart from all conventional amenities, innovative features help 24K Glitterati distinguish itself from the plebeian. The company's association with various world renowned life-style brands takes the experience of living here to a whole new level. For example- Holyfield Gym, or 24K series, boast of branded high end ROCA sanitary ware.

However, the ace amongst KPDL's offerings is undoubtedly its penthouses which are designed by Bollywood's First Wife -- Gauri Khan – superstar Sharukh Khan's better half. Ms Khan epitomizes finesse and is known for her aesthetic sense in high-end luxury interiors. She will be taking special efforts to understand the needs of the each and every penthouse buyer.

**Allura at NIBM Annex** : Located at the lush green NIBM annex, 24K Allura offers premium residences as a part of a 40-acre gated community development which houses three amenity clusters. At the forefront of futuristic lifestyle infrastructure in southeast Pune, 24K Allura comprises of two 12-storeyed towers consisting of 3/4 bedroom apartments, garden homes and penthouses.

### Other Ongoing Luxury projects in Eastern Pune:

**Tuscan Estate:** With Hotel Radisson as its neighbor and in JV with Portman Holdings, **this creation comprises of exquisite 3-BHK Apartments & 4-BHK Penthouses.**

The project is a veritable mix of spacious and luxurious homes with fine amenities that make a lifestyle statement befitting Kharadi's growing stature.

**Ivy Estate:** This is the largest gated community development in Eastern Pune. Comprises of hill-facing Villas, Twin Bungalows, Row houses and 2 & 3 BHK luxury and terrace Apartments, the project sprawls across a luxurious 80 acres of verdant surroundings.

**Florence:** Located near **The Corinthian Club, Pune** and in JV with Portman Holdings Florence has been developed into an impressive ensemble that recreates an upper-class residential setting. With over 40 amenities for all age groups, and surrounded by renowned schools, healthcare units, entertainment, shopping landmarks and famous clubs, Florence offers both style and convenience.

**Downtown:** Inspired by the Downtowns of the First World, the residences here will reflect vibrancy and energy. Simultaneously, they will also ensure contemporary living that embraces functionality. In addition, a Downtown resident will have the added benefits of being close to commercial, retail, education and entertainment facilities.

**Township living:** In the heart of the IT hub of Pune, Maharashtra, lies undulating greens sprawling across hundreds of acres. This is where the vision of Life Republic is coming to life.

**Life Republic near Hinjewadi,** redefines the concept of a township lifestyle in western Pune show-casing a unique way of living for the thinking minds.

This thinking also defines the company's vision to build a community for thinking minds; a community that New India aspires to. Supported by a flawless urban management system, life here is to be built around the core values of creativity, sensitivity and sustainability. Designed by world-renowned architects, town planners and landscape designers, the township has one single objective – to offer a meaningful way of life to its residents.

### **Upcoming Creations**

- **24 Province** : Under the 24K umbrella, KPDL is also planning to develop Pimple Nilakh into Pune's first luxury mixed-use destination spread across 2.2 million sq. ft. It is christened as 24K Province. It will feature residences, offices, retails spaces, hotels, hospitals, schools, etc. all of 24K standard.

- A seven star commercial project at Boat Club Road.
- Super-luxury lifestyle residences and retail spaces at—
- Viman Nagar and Kharadi.
- A luxury residential project at Wakad
- A residential project in South Pune

### **Mr Rajesh Patil, CMD, Kolte-Patil Group said,**

"We strongly believe in investing in state-of-the-art construction technologies and embracing the best in the world. Technology has been a key enabler for us, helping us deliver better products faster. For our integrated township in Pune, we invested about \$ 10 million just to procure specialized construction technology from Korea, which reduced our construction time by a whopping 40%, enabling us simultaneously to augment our product quality as well."

*For more information, log on to:*

[www.koltepatil.com](http://www.koltepatil.com)