Kalpataru Limited

Q2 & H1 FY27 Earnings Conference Call

October 30, 2026

Moderator: Ladies and gentlemen, good day and welcome to the Kalpataru Limited's Q2 and H1 FY27 Earnings Conference Call.

As a reminder, all participant lines will be in the listen-only mode, and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing star then zero on your touchtone phone.

I now hand the conference over to Mr. Advait Phatarfod, Head - Investor Relations at Kalpataru Limited. Thank you, and over to you, sir.

Advait Phatarfod: Thank you, Michelle. Good morning, ladies and gentlemen. Welcome to Q2 and H1 FY27 results call of Kalpataru Limited.

We have with us today the Management of Kalpataru Limited, represented by Mr. Parag Munot – Managing Director, Mr. Narendra Lodha – Executive Director, and Mr. Chandrashekhar Joglekar – Director of Finance and CFO.

I would like to state that any forward-looking statements made during the discussion today are based on our current expectations, assumptions, and projections about future events, and are subject to risks and uncertainties beyond our control.

With that, I will now hand over the call to Mr. Munot for the opening remarks, post which we shall open the floor for Q&A. Over to you, sir.

Parag Munot: Thank you, Advait. Good morning, everyone, and a warm welcome to all of you. The macro environment continued to be challenging for a second quarter in a row. Despite an external environment marked by global economic uncertainties, volatile geopolitical developments, and evolving interest rate trajectories, the Indian economy continues to demonstrate resilience underpinned by strong domestic fundamentals.

The Mumbai Metropolitan Region remains amongst the most compelling real estate markets in India, benefiting from sustained infrastructure investments,

improving connectivity, urban regeneration initiatives, and increasing demand for high-quality residential developments. Consumer preferences continue to shift towards established and execution-focused developers, leading to consolidation within the sector. Supported by these favourable industry dynamics, Kalpataru continues to execute on its strategy of delivering premium developments in premium and prime locations while maintaining a disciplined approach towards growth and capital allocation.

Now let me walk you through some of the key numbers for Q2 and H1. Pre-sales for Q2 FY27 was INR 1,258 crore, down 5%, while it was INR 2,587 crore for H1 flat YoY. Sales collection was flat, INR 1,189 crore for Q2, while it was INR 2,554 crore, up 9% YoY for H1. Sales momentum at Kalpataru Park City, Thane, has been very strong. We have recorded ~ INR 420 crore of pre-sales during H1 so far, and walk-in interest remains high with healthy conversion. On a YoY basis, our walk-ins are up by 25%. Conversion rate has almost doubled, resulting into a pre-sales growth of 130% at Kalpataru Park City. H1 FY26 was INR 167 crore, and now our H1 FY27 was INR 420 crore.

With more than 2,000 families already residing on site, we anticipate welcoming over 3,000 families by the end of next year, increasing resident occupancy and key retail outlets turning operational during higher walk-ins and better conversion. With this, we anticipate H2 to be better than H1. At Kalpataru One in Worli, we continue to see very strong customer interest in the product. The demand is building up, and we have started seeing conversion improve in this festive season. This is a best-in-class product, and we remain confident on its long-term performance.

Coming to new launches. We launched our premium project, Kalpataru Elaara, in Bangur Nagar, Goregaon West, during the quarter, which received very good response. The projects feature 2, 3, and 4-bedroom residences, along with 25+ curated lifestyle amenities. This project was launched towards mid-September, and the response we have received has been encouraging, with 30% of the project sold. This is on the back of another strong launch that we did in Q1 for Kalpataru Vian, Hrushikesh, Lokhandwala, which had continued its sales momentum in this quarter as well. We have a strong

pipeline of launches for the remaining year, and we hope to carry this momentum into other project phases when we launch them.

Turning to project completions. During the quarter, we received occupation certificate for 1.58 million square feet across ~1,500 units. For H1 FY27, we have delivered over 2,200 units, adding up to 2.37 million square feet, continuing our strong track record of project execution and handovers. We are well on track to deliver on a target of 5.5 million square feet of completion this year. With that, I would now like to hand over the call to Chandrashekhar Joglekar for a detailed update on our financial performance. Over to you, Chandrashekhar.

Chandrashekhar Joglekar: Thank you, Parag. Good morning, everyone, and welcome to our Q2 and H1 FY27 Earnings Call.

Let me start with the financial update:

During Q2, we reported revenue from operations of INR 437 crore. Our adjusted EBITDA during the quarter was INR 73 crore, with the margins of 16.6%. On the profitability front, we reported a loss of INR 71 crore for the quarter. During H1, on the other hand, our revenue came in at INR 909 crore.

Our adjusted EBITDA was INR 167 crore, with margin of 18.4%. On the profitability, we reported a loss of INR 100 crore. The company follows project completion method, as has been said earlier, for its revenue recognition for the most of its projects. During H2 of FY27, we will be completing few of our projects, which will lead to its first-time revenue recognition of the corresponding revenue and profits. Turning to our balance sheet.

As of 30th September 2026, our gross debt stood at INR 9,179 crore, while cash and cash equivalents were INR 856 crore, resulting into net debt of INR 8,323 crore. Consequently, our net debt-to-equity ratio stands at 2.1x. Our gross debt was flat quarter-over-quarter, while net debt went up slightly because of consumption of the working capital cash balances. H1 FY27 has been steady for us.

For remainder of the fiscal year FY27, our focus is clear - to accelerate on the pre-sales. We do have a good pipeline of new launches, as well as sustenance sale from the existing portfolio. That should help us achieve our targets for the year. Our guidance for pre-sales for FY27 remains unchanged at INR 6,500 crore. Equal focus will be also on execution so that we are able to deliver all our projects as planned and augment our collections and drive cash flows.

In closing, I wish to state that the company would be completing around 14 million square feet of ongoing projects in FY27, FY28, and FY29 gradually. Out of that, around 5.5 million square feet will be completed in FY27 itself. Out of that 5.5 million square feet target for FY27 completion, ~2.3 million square feet has already been completed in H1 of FY27. The remaining out of 14 million will be completed in FY28 and FY29 gradually. All these projects will recognize revenue and profits in their respective year of completion because they follow project completion method of revenue recognition. This will also strengthen our balance sheet and cash flow significantly, thereby leading to reduction in the gross debt as well as net debt.

With that, we would be happy to take your questions.

Moderator: Thank you very much, sir. Ladies and gentlemen, we will now begin with the question-and-answer session. The first question is from the line of Sourabh Gilda from JM Financial. Please go ahead.

Sourabh Gilda: Yeah. Hi. My first question is on the guidance with the pre-sales of close to INR 2,600 crore achieved in H1. Can you please share a broad-level bridge between the current pre-sales number and the guidance that we have provided for the year?

Parag Munot: Out of INR 6,500 crore, around 40% of the pre-sales has been already achieved in H1. The remaining H2 period for FY27, the pre-sales will be achieved out of the sustenance sales from all the ongoing projects and couple of launches which we will be doing, which are especially Suman Nagar at Chembur, Kalpataru Blossoms at Pune, and Kalpataru Ardene at Nagpur. However, the weightage of the pre-sales for the remaining H2 of FY27 will be on the sustenance sale, and the whole festive period starting from October

till March will take care of it. It has been a usual trend that, and we have met that trend, that 40% of the pre-sales guidance is generally met in the H1, and around 60% is met in H2.

Sourabh Gilda: Sure. Thanks for the response, sir. My last question is on the launch readiness. If you can highlight the current status of the three launches that you have highlighted in terms of approvals, where they are in terms of launch timelines. Will that be back-ended, or do you see those projects getting launched during the festive season?

Parag Munot: The Suman Nagar project at Chembur, where IOD has come, vacation of the residents is happening, and we should get it. It will happen in the fourth quarter of this year. Regarding Nagpur, we have got the pre-approval. The final approval will come in a month and a half, and then we would get the RERA, and it should also be launching in fourth quarter. Blossoms at Pune, we have applied for RERA, and we should be able to launch it before December.

Sourabh Gilda: Okay. Thank you so much, sir. Those were my questions. All the best.

Parag Munot: Thank you.

Moderator: Thank you. Thank you, sir. A reminder to all the participants that you may please press star and one to ask questions at this time. We will take some more questions from Sourabh Gilda from JM Financial. Please go ahead.

Sourabh Gilda: Yep. Just a follow-up on the demand environment, given that we have a portfolio which is across the spectrum, right from INR 2 crore, INR 3 crore to upwards of the luxury projects in Worli. Any specific segment that you are seeing, a demand slowdown or any moderation in uptake that you want to highlight, or everything is, or the demand trend across spectrum remain healthy? Just wanted to understand the demand environment across the price spectrum.

Parag Munot: The demand seems healthy across everywhere, and I'll break it down. Under the INR 3 crore bracket, we are seeing good response. May it be in Thane, may it be in Mira Road, may it be in Pune, may it be in Western suburbs suburbs. In the plotting, also we have got very good demand. Good sales are

happening in there. In the Western Mumbai, where we have projects, where we have done two launches, one was at Lokhandwala and one at Bangur Nagar, we saw a very good response and our undergoing under-construction projects, which are also selling well. These are all in the INR 3 crore-INR 10 crore bracket. In the luxury market, that's in SoBo, there is a good walk-in, there is a good interest.

Demand is there, and conversions will happen in the next few months. So, at this moment, we are finding demand across everywhere.

Sourabh Gilda: Sure. Nice to hear. Thank you.

Moderator: Thank you. Ladies and gentlemen, that was the last question. I now hand the conference over to the management of Kalpataru Limited for closing comments. Thank you, and over to you, sir. I'm sorry, sir. You're not audible.

Moderator: We will take the next question from the line of Vishal Singh, an individual investor. Please go ahead.

Vishal Singh: Yeah. Hi, sir. Good morning. Sir, I have just three questions. One is regarding net debt level. Sir, what is the year-end guidance for the net debt level? My second question is, are we on the verge of executing our year-end pre-sales guidance? My third question is also some color on the plotted development project please.

Parag Munot: So, Vishal. So, our guidance for the net debt at the year-end will remain flat, as we have said earlier in the guidance. As compared to FY 2026, the net debt for FY 2027 will be more or less same. The focus will be on execution, as I said earlier, on the projects, and we will be consuming our capital and funds and cash flow for execution of the projects, as well as some spend will be on the business development and growth.

Vishal Singh: Okay, sir. Got it.

Chandrashekhar Joglekar: I think the second question was regarding the plotted.

Parag Munot: Plotted developments are in Nagpur and in Karjat.

Vishal Singh: Got it, sir. Got it. And sir, what is your year-end pre-sales guidance?

Parag Munot: As I said earlier, it is INR 6,500 crore net sales.

Vishal Singh: Okay. Also, can you put some light on the cash flow part? How is that panning out?

Chandrashekhar Joglekar: The net operating cash flows and the gross cash flows will remain more or less same as compared to FY 2026. FY 2027 also will be, because in FY 2026, we had a pre-sale of INR 5,280 crore. In FY 2027, we will be having around INR 6,500 pre-sales. Cash flows will be in proportion to that.

Vishal Singh: Sure, sir. Sure. Thank you so much, sir.

Parag Munot: Thank you.

Moderator: Thank you. A reminder to all the participants that you may please press star and one to ask questions. The next question is from the line of Ashi from MyCel Advisors. Please go ahead.

Ashi: Yeah. Hi, sir. Sir, I just wanted to ask a couple of questions. I wanted to know which are the projects which are yet awaiting approvals, and could these delay our launches? That is my first question.

Parag Munot: Hi, Ashi. We had answered this earlier. We have three projects to be launched, one in Chembur, one in Pune, and one in Nagpur plotting, and all are on track. They will be launched in quarter three and quarter four.

Ashi: Okay. And sir, what is the amount of price hike that we have taken in the past few months to absorb this inflationary impact? How much headroom would be remaining for the price increases in the next phases?

Parag Munot: Yeah. The price rise has happened up to 3%-5% in the projects, and it has taken care of the increase in inflation and cost of product now and what we anticipate in the future.

Ashi: Understood. Okay, sir. That is it from my side. If I have any more questions, I will come back. Thank you.

Parag Munot: Thank you.

Moderator: Thank you. Ladies and gentlemen, that was the last question. I would now like to hand the conference over to the management of Kalpataru Limited for closing comments. Over to you, sir.

Parag Munot: Thank you to all the participants for joining our results call. We look forward to regularly interacting with you. In case of any further questions, feel free to reach out to our investor relations or the EY team for clarification. Thank you.

Moderator: Thank you, members of the management. On behalf of Kalpataru Limited, that concludes this conference. We thank you for joining us, and you may now disconnect your lines. Thank you.