Operator: Ladies and gentlemen, good day and welcome to the Kalpataru Ltd. Q2 and H1 FY27 earnings conference call. As a reminder, all participant lines will be in 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 and then zero on your touchtone phone.

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

Advait Phatarpekar – Head Investor Relations: Thank you, Michelle. Good morning, ladies and gentlemen. Welcome to the Q2 and H1 FY27 results call of Kalpataru Ltd.

We have with us today the management of Kalpataru Ltd., represented by Mr. Parag Munot, Managing Director; Mr. Narendra Lodha, Executive Director; and Mr. Chandrashekhar Joglekar, Director 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, after which we shall open the floor for Q&A. Over to you, sir.

Parag Munot – Managing Director: Thank you, Advait. Good morning, everyone, and a warm welcome to all of you.

The macro environment continued to be challenging for the 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 among 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 favorable industry dynamics, Kalpataru continues to execute 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 were 1,258 crores, down 5%, while they were 2,587 crore for H1, flat YoY.

Sales collections were flat at 1,189 crore for Q2, while they were 2,554 crores, up 9% YoY for H1.

Report is AI-generated and may contain inaccuracies.

Sales momentum at Kalpataru Parkcity Thane has been very strong. We have recorded Rs. 420 crores 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%. The conversion rate has almost doubled, resulting in pre-sales growth of 130% at Kalpataru Parkcity. H1 FY26 was 167 crore, and now our H1 FY27 was 420 crores. 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 are driving 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 during this festive season. This is a best-in-class product, and we remain confident about its long-term performance.

Coming to new launches, we launched our premium project, Kalpataru Alara, in Bangur Nagar, Goregaon West, during the quarter, which received a very good response. The project features two-, three-, and four-bedroom residences along with 25-plus 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 follows another strong launch that we did in Q1 for Kalpataru Vian, Rishikesh, Lokhandwala, which 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 an 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 our 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 – Director Finance & CFO: 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 Rs. 437 crores. Our adjusted EBITDA during the quarter was Rs. 73 crores, with a margin of 16.6%. On the profitability front, we reported a loss of 71 crore for the quarter.

During H1, on the other hand, our revenue came in at 909 crore. Our adjusted EBITDA was 167 crore, with a margin of 18.4%. On profitability, we reported a loss of Rs. 100 crore.

The company follows the project completion method, as has been said earlier, for revenue recognition for most of its projects. During H2 of FY27, we will be completing a few of our projects, which will lead to first-time revenue recognition of the corresponding revenue and profits.

Turning to our balance sheet, as of September 30, 2026, our gross debt stood at 9,179 crore, while cash and cash equivalents were 856 crore, resulting in net debt of 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

Report is AI-generated and may contain inaccuracies.

went up slightly because of [cut off]

Management: of consumption of the working capital cash balances.

H1 FY27 has been steady for us. For the remainder of FY27, our focus is clear: to accelerate pre-sales.

We do have a good pipeline of new launches as well as sustenance sales from the existing portfolio that should help us achieve our targets for the year.

Our guidance for pre-sales for FY27 remains unchanged at 6,500 crores.

Equal focus will also be on execution so that we are able to deliver all our projects as planned, 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 portion of the 14 million square feet will be completed in FY28 and FY29 gradually.

All these projects will recognize revenue and profits in their respective years of completion because they follow the project completion method of revenue recognition. This will also strengthen our balance sheet and cash flows significantly, thereby leading to a reduction in gross debt as well as net debt.

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

Operator: Thank you very much, sir. Ladies and gentlemen, we will now begin the question-and-answer session. Anyone who wishes to ask questions may please press star and one on their touchtone phone. If you wish to withdraw yourself from the question queue, you may press star and two. Participants are requested to use only handsets while asking a question. Ladies and gentlemen, we will wait for a moment while the question queue assembles.

The first question is from the line of Saurav Gilda from JM Financials. Please go ahead.

Saurav Gilda – JM Financials: Hi. Good morning. Am I audible?

Operator: Yes, sir, you are.

Saurav Gilda – JM Financials: Hi. My first question is on the guidance. With pre-sales of close to 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?

Management: [pause] Out of 6,500 crore, around 40% of the pre-sales has already been achieved in H1. The remaining pre-sales in H2 of FY27 will be achieved through sustenance sales from all the ongoing projects and a couple of launches that we will be undertaking, especially Suman Nagar at

Report is AI-generated and may contain inaccuracies.

Chembur, Kalpataru Blossom at Pune, and Kalpataru Ardisia at Nagpur.

However, the weightage of the pre-sales for the remaining H2 of FY27 will be on sustenance sales, and the entire festive period starting from October through March will take care of it. It has been the usual trend, and we have met that trend, that 40% of the pre-sales guidance is generally met in H1 and around 60% is met in H2.

Saurav Gilda – JM Financials: Sure. Thanks for the clarification, sir. My last question is on launch readiness. If you can highlight the current status of the three launches that you have highlighted in terms of approvals and 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?

Management: The Suman Nagar project at Chembur, where the IOD has come, is undergoing vacation by the residents, and we should get it. It will happen in the fourth quarter of this year.

Regarding Nagpur, we have received the pre-approval. The final approval will come in a month and a half, and then we would get the RERA approval, and we should also be launching in the fourth quarter.

Kalpataru Blossom at Pune, we have applied for RERA, and we should be able to launch it before December.

Saurav Gilda – JM Financials: Okay. Thank you so much, sir. Those were my questions. All the best.

Management: Thank you. Thank you.

Operator: 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 Saurav Gilda from JM Financials. Please go ahead.

Saurav Gilda – JM Financials: Just a follow-up on the demand environment. Given that we have a portfolio which is across the spectrum, right from 2-3 crore to upwards of the luxury projects in Worli, is there any specific segment where you are seeing a demand slowdown or any moderation in uptake that you want to highlight, or does the demand trend across the spectrum remain healthy? I just wanted to understand the demand environment across the entire spectrum.

Management: In the executive summary, yes, the demand seems healthy everywhere. I will break it down. Under the 3-crore bracket, we are seeing a good response, whether it is in Thane, Mira Road, Pune, or the suburbs. In the western zone, that is one zone we are in. In the plotted zone also, we have very good demand. Good sales are happening there.

In western Mumbai, where we have projects and where we have done two launches, one in Lokhandwala and one in Bangur Nagar, they saw a very good response. Our under-construction projects are also selling well. These are all in the 3-10 crore bracket.

In the luxury market, which is in SoBo, there are good walk-ins and good interest. Demand is there, and conversions will happen in the next few months. At this moment, we are finding demand everywhere.

Report is AI-generated and may contain inaccuracies.

Saurav Gilda – JM Financials: Sure. Nice to hear that. Thank you.

Operator: Thank you. Ladies and gentlemen, that was the last question. I now hand the conference over to the management of Kalpataru Ltd. for closing comments. Thank you, and over to you, sir.

I am sorry, sir, you are not audible.

Management: [off-mic discussion] I understand there is one more question.

Operator: Yes, sir. Can we take that question?

Management: Yes.

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

Vishal Singh – Individual Investor: Hi, sir. Good morning. I have just three questions. One is regarding net debt levels. What is the year-end guidance for the net debt levels? My second question is whether we are on the verge of executing our year-end pre-sales guidance. My third question is whether you could also provide some color on the plotted development project.

Management: Vishal, our guidance for net debt at year-end will remain flat, as we have said earlier in the guidance. As compared to FY26, the net debt for FY27 will be more or less the same.

The focus will be on execution, as I said earlier, of the projects, and we will be consuming our capital, funds, and cash flows for execution of the projects. Some spending will also be on business development for growth.

Vishal Singh – Individual Investor: Okay, sir, got it.

Management: The second question was regarding the plotted

Vishal Singh – Individual Investor: Plotted [cut off]

Management: Plotted developments are in Nagpur and in Karjat.

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

Management: As I said earlier, Vishal, it is around 6,500 crores of net sales.

Vishal Singh – Individual Investor: Can you also provide some insight into the cash flow? How is that progressing?

Management: The net operating cash flows and the gross cash flows will remain more or less the same compared to FY26. FY27 also will be, because in FY26 we had pre-sales of 5,200 280, and in FY27 we will have around 6,500. Cash flows will be in proportion to that.

Vishal Singh – Individual Investor: Sure, sir. Sure. Thank you so much, sir.

Management: Thank you.

Report is AI-generated and may contain inaccuracies.

Operator: 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 Aashi from Mycell Advisors. Please go ahead.

Aashi – Mycell Advisors: Hi, am I audible?

Management: Yes.

Aashi – Mycell Advisors: Hi, sir. I wanted to ask a couple of questions. I wanted to know which projects are yet awaiting approvals, and could these delay our launches? That is my first question.

Management: Hi, Aashi. 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 and will be launched in Q3 and Q4.

Aashi – Mycell Advisors: Okay. What is the amount of the price hike that we have taken in the past few months to absorb this inflationary impact? How much headroom would remain for price increases in the next phases?

Management: The price rise has been up to 3–5% in the projects, and it has taken care of the increase in inflation and the cost of the product now, as well as what we anticipate in the future.

Aashi – Mycell Advisors: Understood. Okay, sir. That is all from my side. If I have any more questions, I will come back. Thank you.

Management: Thank you.

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

Management: 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 team or the EY team for clarifications. Thank you.

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

Note: {? ... ?} indicates a figure or name where audio clarity was insufficient for confident transcription. Verify against the source audio or the company's published filings.

Report is AI-generated and may contain inaccuracies.