

July 27, 2023

BSE Limited

Scrip Code: 543287

Debt Segment – 974163, 974199, 974473, 974511, 974986

National Stock Exchange of India Limited

Trading Symbol: LODHA

Dear Sir,

Sub: Investor Presentation

We enclose herewith Investor's presentation on the Unaudited Financial Results for the quarter ended June 30, 2023.

This is also being uploaded on the Company's website at www.lodhagroup.in

You are requested to inform your members accordingly.

Thanking you,

Yours faithfully,

For Macrotech Developers Limited

Sanjyot Rangnekar
Company Secretary & Compliance Officer
Membership No.: F4154

Encl.: *As above*



Investor Presentation
First Quarter FY2024
27 July 2023

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Lodha – India's leading real estate developer



Leading Residential Platform

India's Largest Real Estate Developer

- **INR ~770bn** of pre-sales and **INR ~761bn** of collections (99% of pre-sales) **since FY14**

Diversified portfolio providing resilient growth

- 30+ operating projects contributing to sales
- **Presence across luxury, premium, mid-income & affordable:** 60%+ sales from affordable & mid-income

Focus on 3 cities contributing 2/3rd primary homes sales (INR 1.75tn) amongst Top 7 Indian cities

- ~10% market share in MMR
- Accelerating growth in Pune
- In seed phase in Bangalore

Operational Excellence & Strong Brand

- **Premium** brand positioning and high recall
- **High quality** leadership team
- **Best value from construction spends:**
 - Amongst only engineering led and engineering focused RE companies
 - No margin leakage to GC
- **Industry leading ESG practices & ratings**

Strong Financial Profile

Strong operating cash flow generation giving ability to grow & de-lever in tandem.

FY 23 performance:

- Operating cash flow: INR ~57bn
- Cash available for investment & capital providers: INR ~47bn
- Net debt reduction: INR ~22bn
- Rewarding shareholders: 1:1 bonus shares; 15-20% dividend payout – 1st dividend declared for FY23

Strong profitability track record; further expand due to scale up, price growth & debt reduction

- Sustained adj. EBITDA margin of ~30%
- RoE moving towards 20%, pro-forma RoE for FY23 at ~17%

Conservative leverage: net debt ceiling of 0.5x D/E and 1x D/OCF

- Net debt of INR ~72.6bn (Jun-23); continued reduction planned to go well below ceiling
- A+ (Positive Outlook) - 5 upgrades already in two years, set to get in AA family

Annuity like cashflow from townships

- FY 23 sales INR ~23bn and collections of INR ~22bn (Residential)
- Infra project completion (FY 24-26) expected to further accelerate growth
- 4,300+ acres strategic land reserves providing long-term visibility

Multiple Growth Drivers

Planned consistent growth of ~20% p.a. in housing

- Dual consolidation, both on demand & supply side – a huge tailwind for Tier -1 brands
- Significant headroom to grow in MMR & Pune through 'supermarket' strategy of presence every 2-4 kms

Building recurring / annuity income - targeting INR ~5bn of net income by FY26 and INR ~15bn by FY31

- Pan-India Digital Infrastructure (warehousing and industrial) platform with Bain Capital and Ivanhoe Cambridge
- Growing Property Management business aligned to residential growth
- Select high quality office and retail portfolio

Partner of choice for landowners, lenders & investors

- Added 28 projects with GDV of INR ~460bn since IPO
- Balanced mix of outright & JDA sales



01 Highlights

Key Performance Indicators

Pre-sales*

✓ INR 33.5bn ( 17% YoY), best ever Q1

Embedded EBITDA Margin[#]

✓ ~30%

New Projects Added

- ✓ 5 projects with INR ~120bn GDV (vs 175+ bn full-year guidance)
 - Expanding our offering at super prime location in Alibaug, a market starved of Tier 1 brand
 - Added 2nd project in Bengaluru

ESG Performance

- ✓ Advanced our net zero carbon emission for Scope-1 & 2 to CY24 from CY27
- ✓ Became part of FTSE4Good Index Series
- ✓ Lodha Genius Program: First cohort of 96 students from diverse backgrounds underwent a month long campus program & mentoring by some of the finest minds in the world including Nobel Laureates

Q1FY24 - Other Operating Highlights

Price Growth

↑ ~1%

Q1FY24 price growth¹

Launches

1.8 msf

Launches across MMR
and Pune

Cash Flow

Operating cash flow

INR 8.4bn

Net Debt

INR 72.6bn

- Average borrowing cost decrease by ~15bps to **9.65%** compared to Mar-23²

Diversified projects leading to resilient growth

- ✓ 30+ contributing project across MMR & Pune in line with our super market strategy
- ✓ Continued growth in townships supported by Improving infra and continued product innovation
 - Pre-sales: INR 6.1bn in Q1FY24; INR 22.6bn in FY23
- ✓ New micro-markets scaling up:
 - Pune pre-sales: INR 4.9bn in Q1FY24 vs 1.5bn Q1FY23 ( **227%**)
 - Eastern Suburbs MMR pre-sales: INR 3.6bn in Q1FY24 vs 1.3bn Q1FY23 ( **177%**)
 - Western Suburbs pre-sales: INR 2.7bn in Q1FY24 vs 1.1bn Q1FY23 ( **145%**)

Diversified project base improves sales predictability by reducing dependence on any specific location or segments

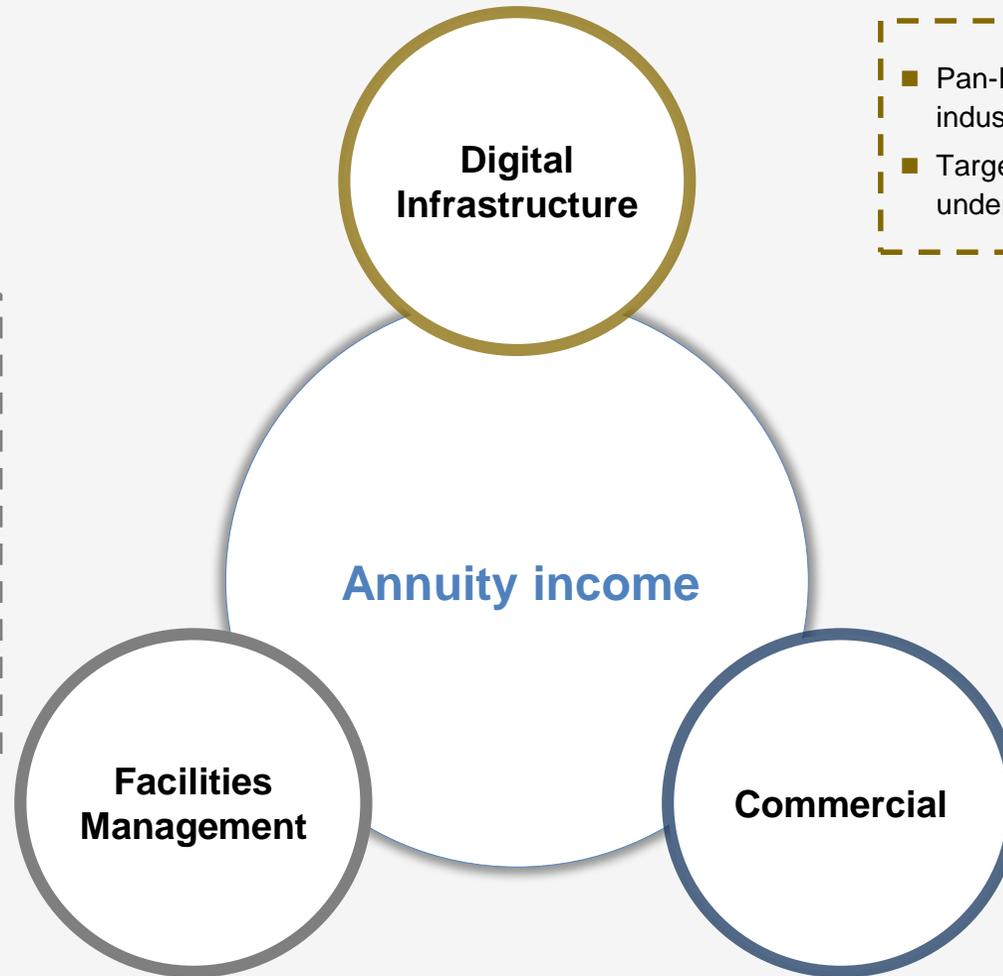
Cash Flow

INR bn

	'For Sale'	Office & Retail (for rent)	Digital Infra	Other Land & Tenancy Sales	Total
Pre-Sales	32.1	0.8	0.2	0.5	33.5
Collections	22.5	0.7	0.4	0.5	24.0
Net Collections*	19.7	0.7	0.4	0.5	21.2
Op. Expenses	12.8	0.1	-	-	12.9
- Const. Exp	9.9	0.1	-	-	10.0
- SG&A	3.5	-	-	-	3.5
- Taxes	-	-	-	-	(0.7)
Operating cash flow	6.9	0.6	0.4	0.5	8.4
- Interest payments					2.0
Cash flow for growth & capital providers					6.3
Growth Investments#					8.2
Decrease / (Increase) in Net Debt					(1.9)

Accelerated investment in growth led to marginal increase in Net Debt; on track to achieve full year guidance

Building annuity income portfolio



Targeting INR ~5bn of net annual income by FY26 and INR ~15bn by FY31

Green Digital Infra.: potential to generate significant annuity income

✓ **KPIs** (all nos in mn Sq ft.)

Period	Area (msf)	Notable Clients
Area Under Development	5.7	
Area Under Construction	1.4	Skechers, Schlumberger

- ✓ Handover of Skechers & Schlumberger facilities to commence in H2 and start generating rent
 - In addition, Aptar Pharma & Flyjack (outright sold) to be operational in 2023 boosting economic activity of the township
- ✓ In advance discussions with leading Global & Indian retail brands to set up their fulfilment centers
- ✓ In advance discussions for land acquisition in NCR, Maharashtra & Bengaluru
- ✓ Traction from end users of diverse industries e.g. E-commerce, EV Ecosystem, FMCG, Fashion & Sportswear retailers, Consumer Goods, Engineering Goods, Life Sciences, 3-PL, Logistics, Building Materials etc.



Shaishav Dharia
Director – GDI Platform
 ■ Formerly worked with McKinsey & Company and Logic Tools



Devender Singh Rawat
CEO – GDI Platform
 ■ Formerly CEO of Bharti Infratel, also worked with Ericsson, Huawei



Ramit Chopra
Head – BD & Leasing, GDI Platform
 ■ Formerly worked with Embassy Industrial Parks, Indospace



Bhaskar Kamat
Chief Land Officer, GDI Platform
 ■ Formerly worked with DLF, Godrej Properties

Commercial & retail assets with rent potential of INR ~2.6 bn p.a.

One Lodha Place



iThink Palava



Palava Mall



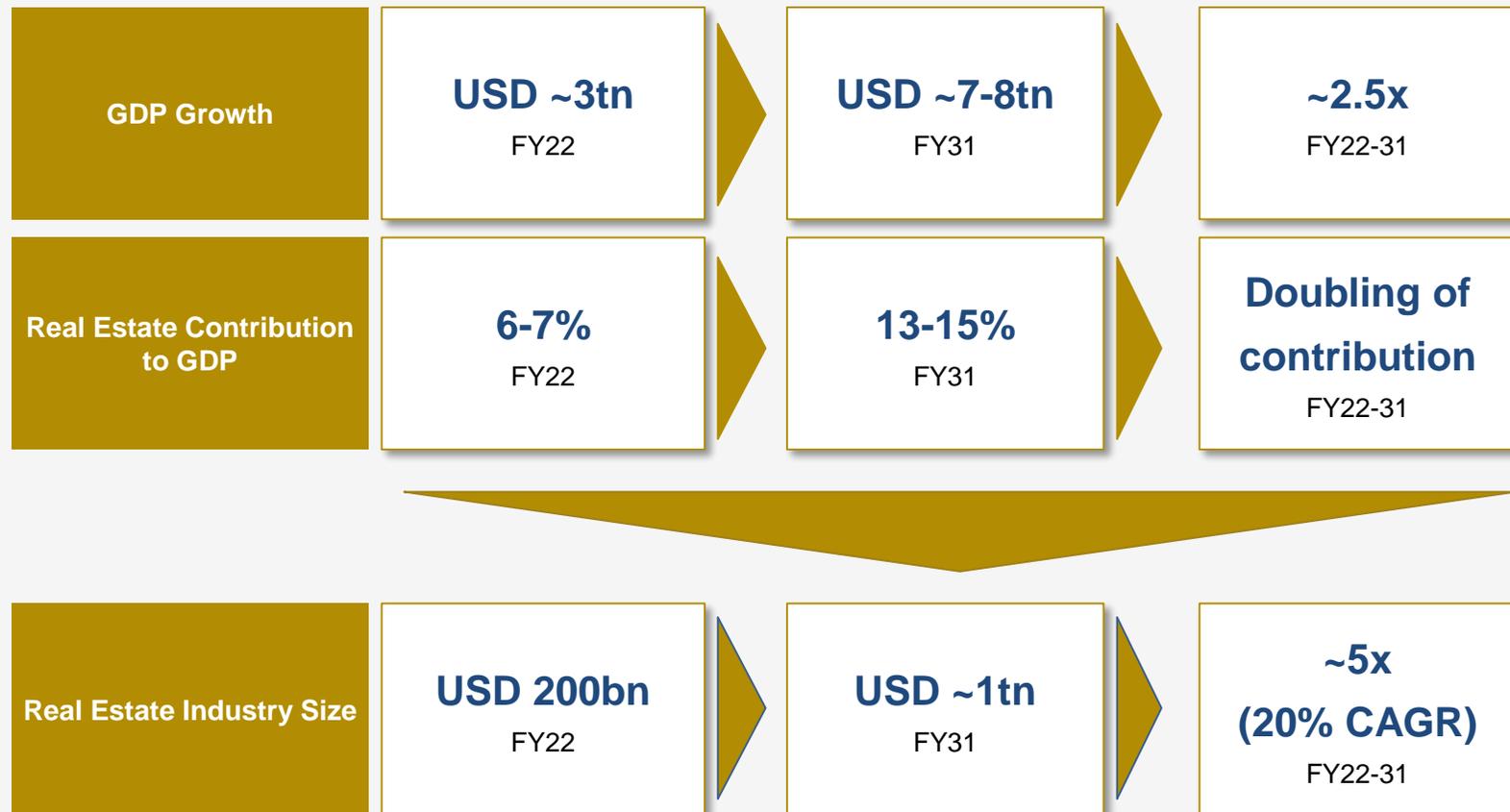
Area in msf

Location	Worli (World Towers)	Palava (Office)	Xperia Mall
Leasable area [^]	0.73	0.58	0.42
Area Leased [^]	0.2	0.15	0.39
Status	Ready	0.43: Under development (Est. completion in 2023)	Operating
Annualized Rental Income	INR ~2,000+ mn p.a	INR ~270mn*	INR ~300mn *



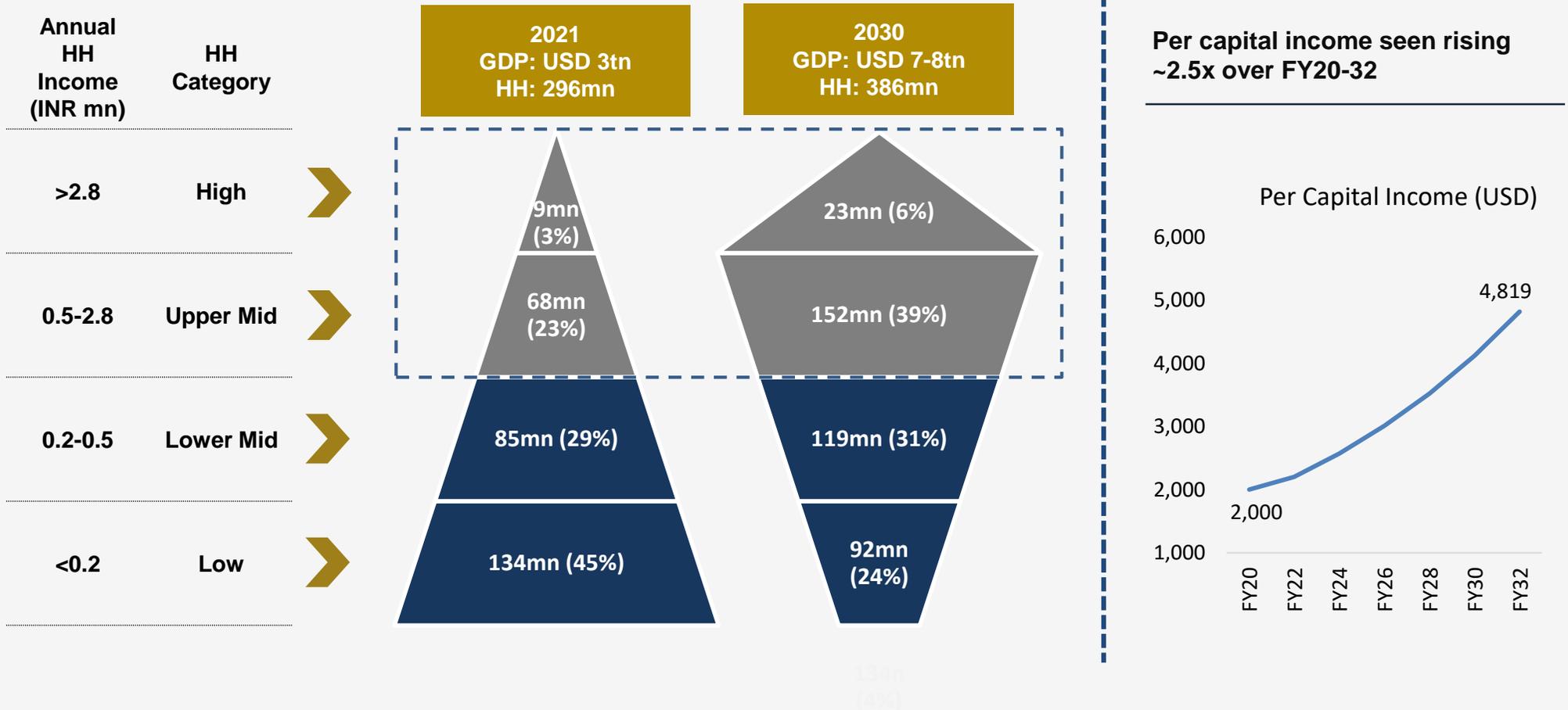
02 Growth Drivers

Long-term growth opportunity: Real Estate to grow ~2x faster than the Indian economy



Housing to be key driver of and key beneficiary from GDP growth

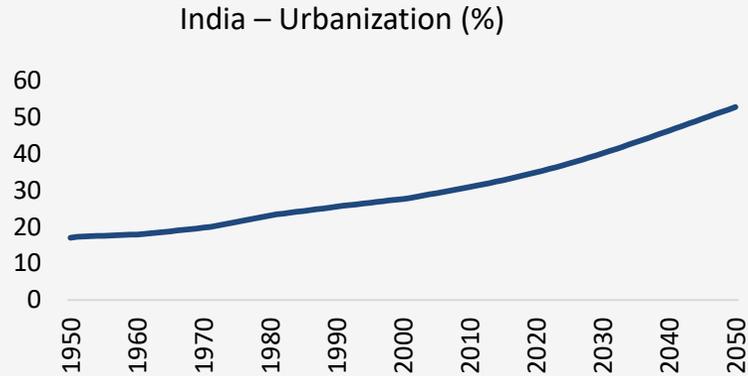
100 mn new households to become 'home ownership capable' this decade



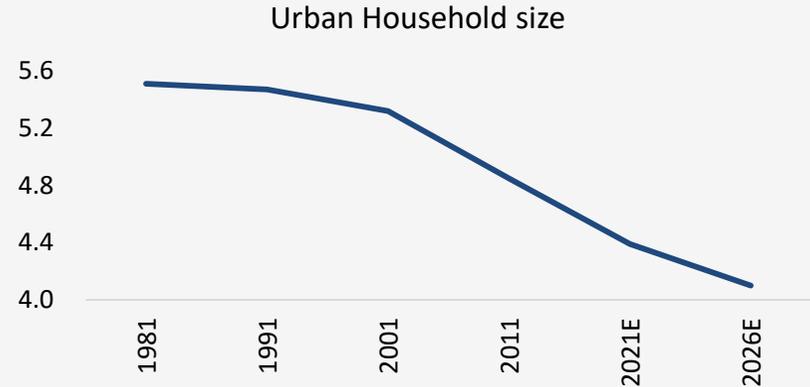
Once in a country's lifetime opportunity!

Strong affordability drives conversion of housing need to demand

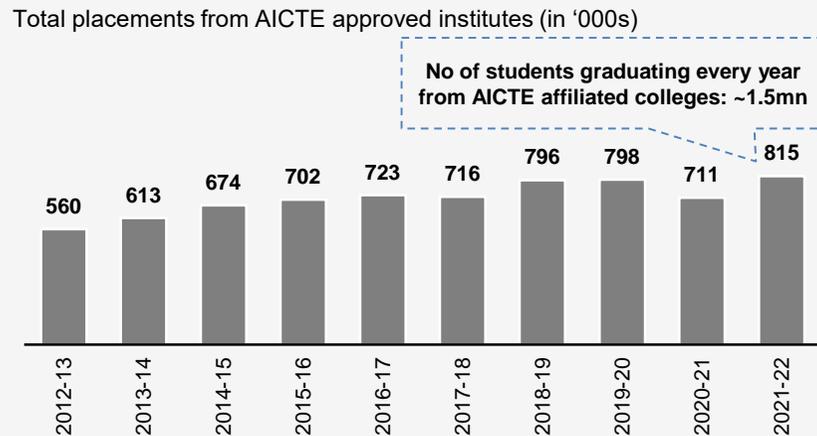
Rapid urbanization to create need for quality urban housing



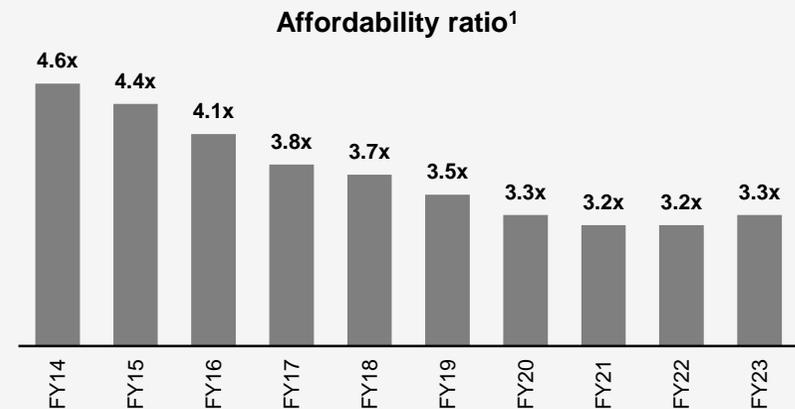
Family nuclearization



Large no of educated workforce added every year



Improved affordability to support demand



As long a housing price growth is slightly below white collar salary growth, housing demand will sustainably grow

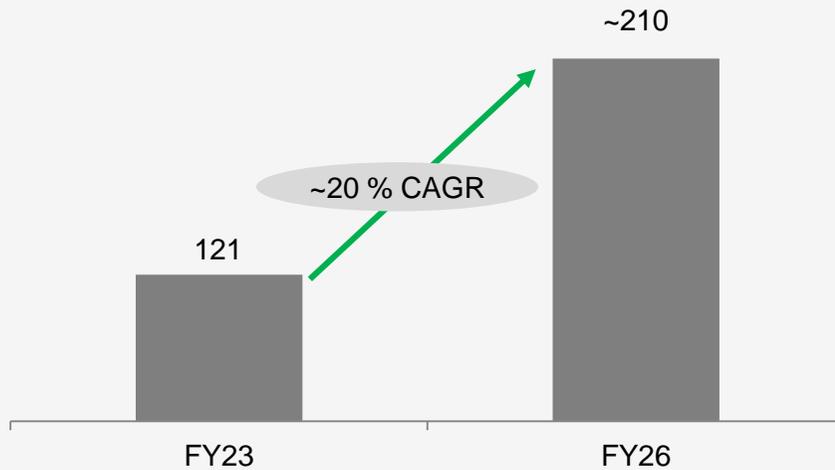
Other industry tailwinds

- ✓ **Consolidating supply unlikely to keep pace with accelerating demand**, creating lot of opportunities for Tier-1 developers
 - On the demand side, housing sales in top 7 cities to reach ~1mn units by CY30 from ~360k in CY22
 - Consolidation wave due to policy reforms, liquidity crisis and Covid disruption led to:
 - 60% reduction in developer count
 - Market share gains for listed developers – from 6% in FY17 to 17% in FY22
- ✓ **Mortgage an enabler of demand** not an inducer of demand
 - Conservative Central Bank, allows only plain vanilla mortgage product – LTV <75% & no teaser rates
 - A floating rate product; rate cycle well understood by homebuyers – Interest rate change modifies tenure, not EMI
- ✓ **Construction cost inflation not a risk** to margin
 - Construction costs typically forms only 25% to 45% of sales price – of which one-third related to skilled & semi-skilled labor which faces low risk of inflation
 - Commodity inflation generally of short cycle – 3 years of construction provide flexibility to manage costs across project lifecycle

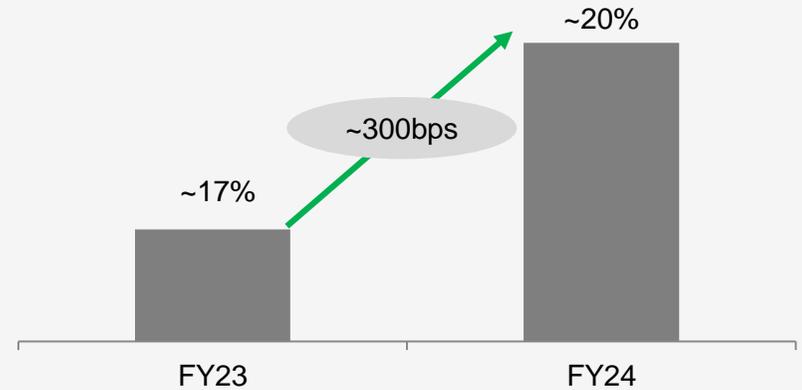
'20:20' Action Plan

INR bn

Focus to deliver ~20% Pre-sales CAGR & 20% RoE with net debt ceiling of 0.5x D/E and 1x D/OCF



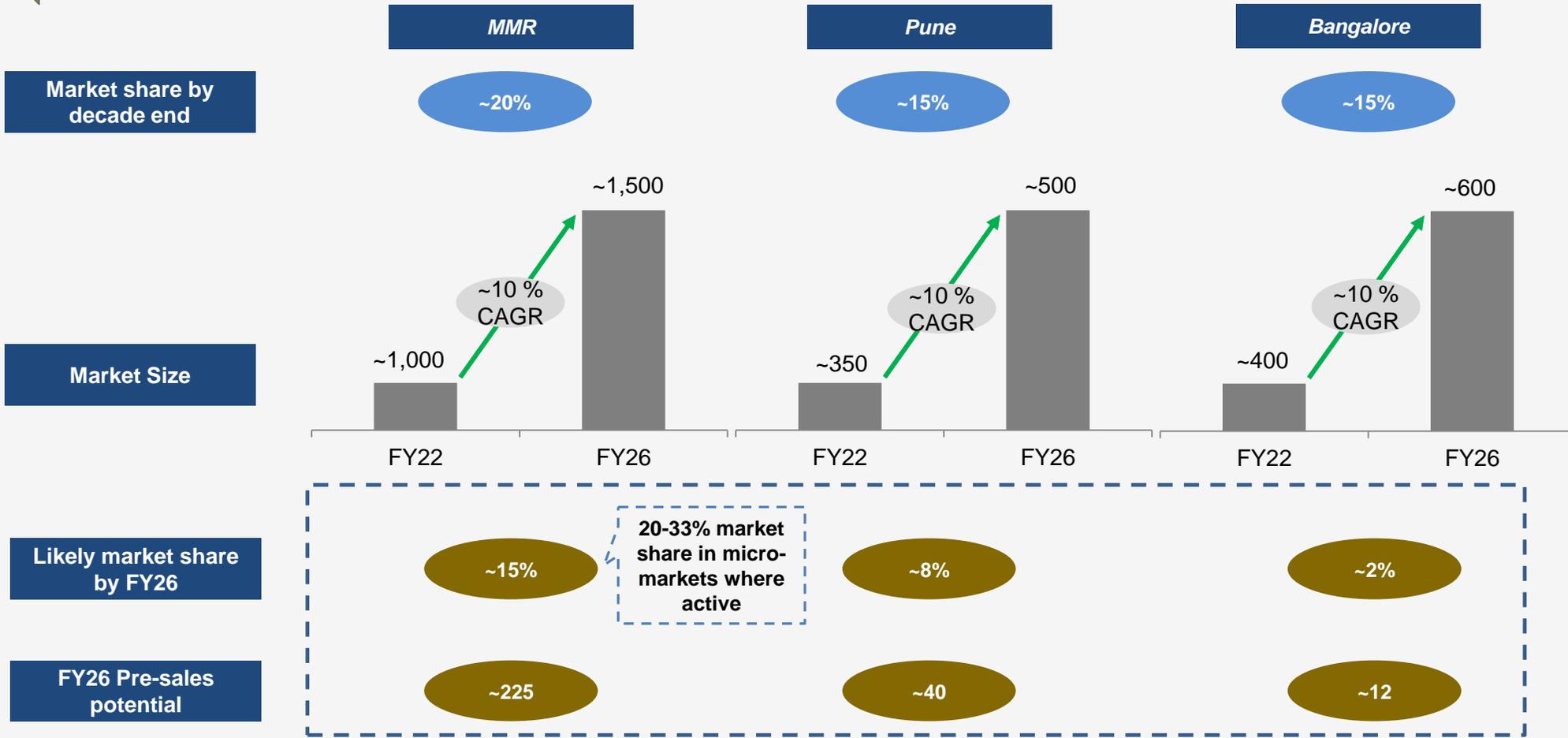
Pre-Sales



RoE

Significant headroom for growth in core markets of MMR & Pune

INR bn



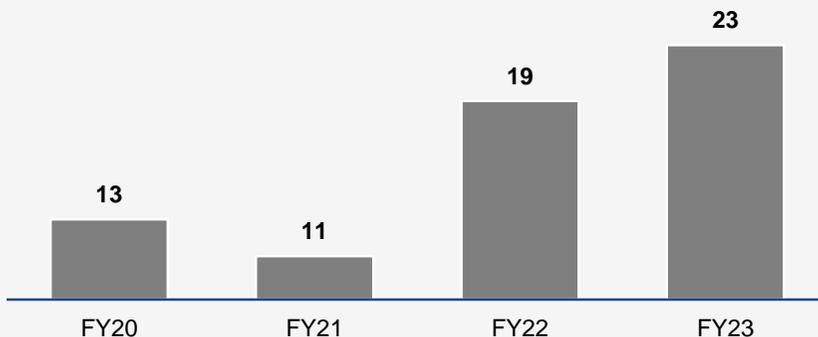
Keeping our growth with conservative capital structure approach in mind, guiding for ~20% pre-sales CAGR i.e. INR ~210bn by FY 26 against higher potential basis market share

Township growth set for a significant leap...(1/2)

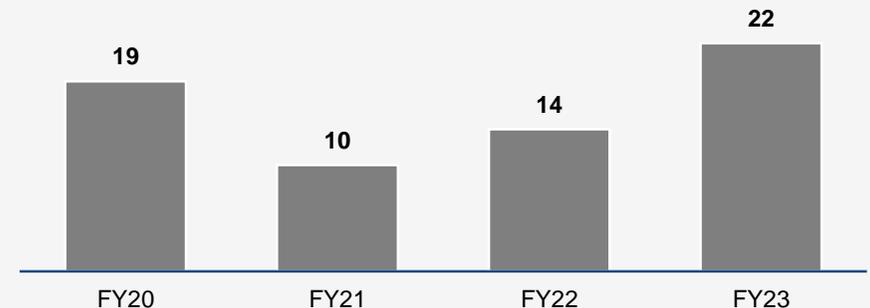
INR bn

- ✓ Developing two large township projects at Palava & Upper Thane with land already paid for
 - Generating annuity like cashflow with ~50% cash margin on sales
 - Multiple product innovations such as Plotted Development, Crown (affordable housing), Signet (boutique offices) catering to diversified customer base
 - Digital Infrastructure park at townships to create jobs, thereby virtuous cycle for residential business
 - 4300+ acres of land in these locations – key driver of long-term value creation

Highest ever Pre-sales



Collections to ramp-up with the rising pre-sales trajectory



...with completion of major infrastructure projects (2/2)

Palava

Palava - Airoli travel time to reduce from 40 to 20 mins with the tunnel



Tunnel entry and exit points under completion



Elevated Corridor work in full-swing

Airoli Tunnel Phase I to be operational in 1H2024

Upper Thane (UT)

UT approachability to improve sharply on de-congestion by Mahamarg



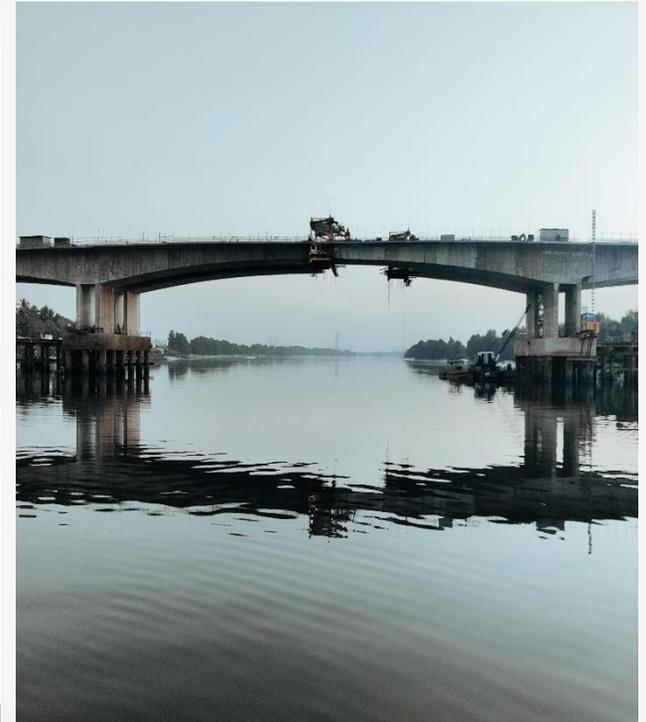
Ph1: Nagpur-Shirdi is live



Ph2: Mumbai-Shirdi Est. Go-live: Dec'2023

Nagpur-Mumbai Samruddhi Mahamarg: Ph1 Live | Ph2 by Dec'23

UT to get closer to Dombivli station with TDLR; travel time 8-10 mins



Construction completed

Thane-Dombivili Link Road (TDLR) To be operational in 2023

Guidance for FY24

INR bn

	FY23 Actuals	FY24 Guidance	Q1FY24
Pre-Sales	120.7	145	33.5
Operating Cashflow	56.6	~ 60	8.4
New Project Additions	198.0	175+	120.0
Net Debt	70.7	Continued reduction, below ceiling of 1x Net Debt:Operating Cash flow and 0.5x Net Debt:Equity	72.6

Seasonality impact on collections and accelerated growth investments led to marginal increase in debt

Strong launch pipeline for rest of FY24

Micro-market	Own/ JDA Project	Area (Mn .Sq.ft)	Est. GDV (INR bn)	No of Projects
South Central	JDA	0.5	21.7	1
South Central	Own	0.3	13.5	1
Extended Eastern Suburbs	Own	2.6	17.1	2
Eastern Suburbs	JDA	1.4	22.2	4
Eastern Suburbs	Own	0.3	3.8	1
Western Suburbs	JDA	0.6	13.1	3
Pune	Own	0.6	6.2	2
Pune	JDA	0.8	6.1	3
Thane	Own	1.2	12.6	3
Bangalore	JDA	1.2	9.3	2
		9.4	125.6	22

FY24 launch pipeline to be further boosted from new project additions on the lines of FY23 - 25% (by area) projects added in FY23 launched in the same year

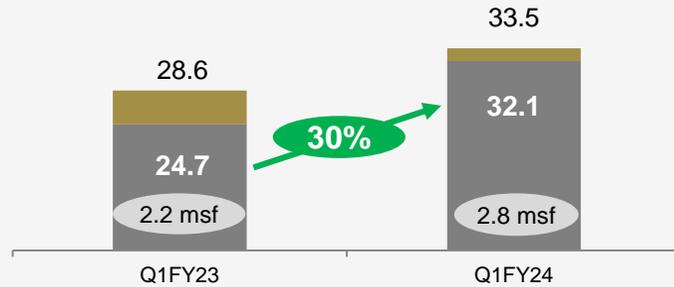


03 Performance Update

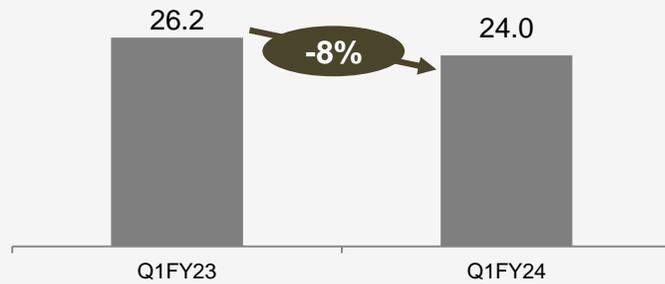
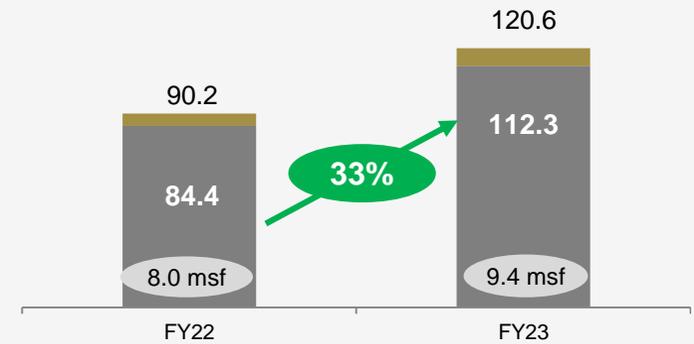
Operational Performance

INR bn

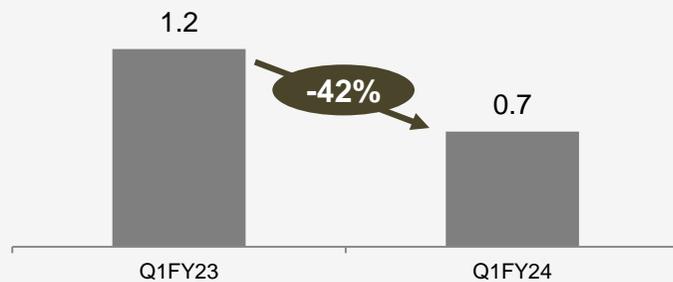
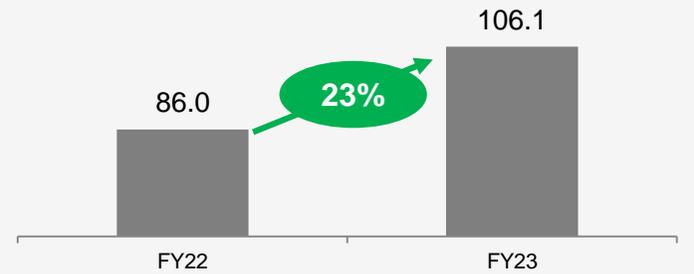
■ For Sale ■ Others*



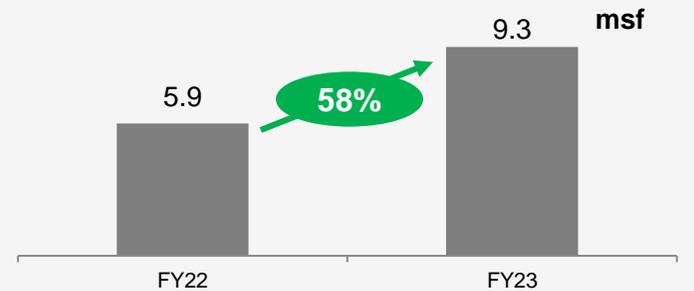
Pre-Sales



Collections



Completions

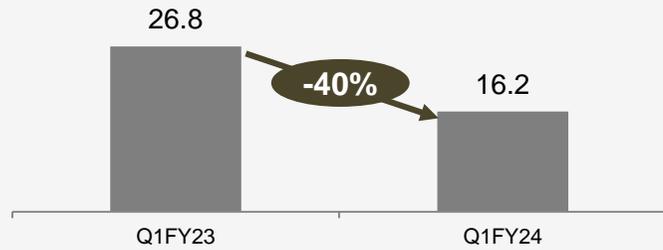


Pro-forma P&L (basis operating performance)

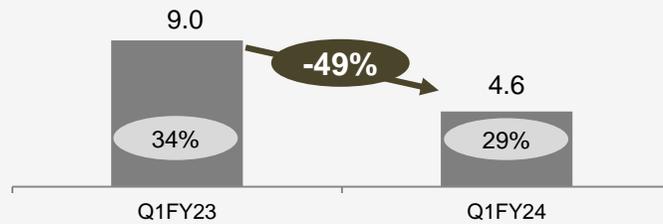
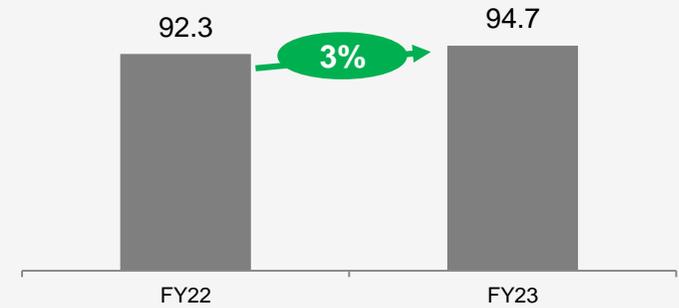
Particulars	FY23		FY24E		Q1FY24	
	INR Bn	%	INR Bn	%	INR Bn	%
Pre-sales	120.6		145.0		33.5	
Embedded EBITDA	38.6	32%	43.5	30%	10.1	30%
D&A	0.9		1.0		0.3	
Finance Cost	10.0		7.5		2.0	
PBT	27.7	23%	35.0	24%	7.8	23%
Taxes (assumed rate: 25.2%)	7.0		8.8		2.0	
PAT	20.7	17%	26.2	18%	5.8	17%
RoE	~16.7%		~19.6%			

Financial Performance (1/2)

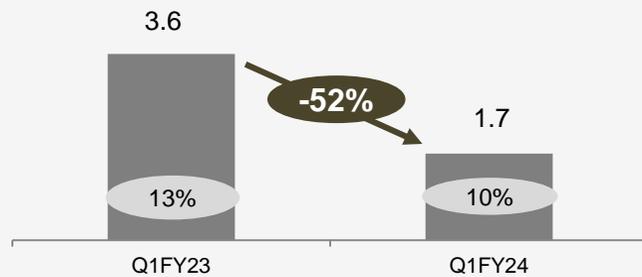
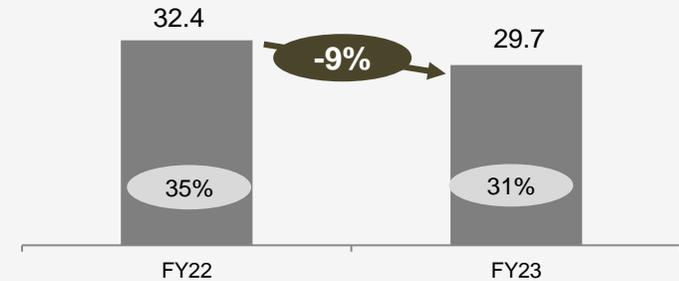
INR bn



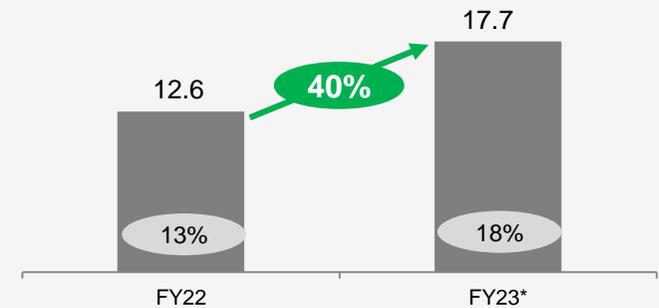
Revenue



Adj. EBITDA



Adj. PAT



Adj. EBITDA = After Grossing up of Finance cost included in cost of project

Adj. PAT = before impact of Forex and Exceptional Items

*Exceptional Items for FY23: Provision against UK investment

Financial Performance (2/2)

- ✓ Revenue recognition under PCM (100%) linked to receipt of Occupation Certificate (project completion) whereas underlying profitability of business is linked to sales and construction progress basis which cash flow comes in.
- ✓ Due to PCM (100%) methodology followed for customer contracts entered up to 31st March, 2023, lower no of OCs in current quarter led to lower revenue recognition. Lower revenue (vs. Pre-sales) leads to negative operating leverage thus lower reported EBITDA/PAT.
- ✓ Contracts entered w.e.f. 1st April 2023, were amended qualifying for revenue recognition under POCM (Progressive). Will enable financial performance to reflect underlying business KPIs (Key Performance Indicators incl. Pre-sales)
 - Revenue recognition shall be linked to contract being entered into with customers and collections commencing.
 - Gradual impact of this transition on P&L from Q2FY23 onwards. Financials to start tracking underlying Pre-sales by FY26 as contract entered prior to 31st March, 2023 will continue to be recognized under PCM and such projects should complete by then.

PCM: Project Completion Method; POCM: Percentage of Completion Method

Micro-market performance for Q1FY24

INR bn

Micro-markets	Pre-Sales [#]	Average Sales Price (INR psf)	Collections [*]	Construction spends	Area Completed (Mn. sq. ft.)
South & Central	11.6	33,330	8.3	2.2	-
Thane	3.0	10,412	3.6	1.7	-
Extended Eastern Suburbs	6.1	6,360	5.1	3.7	0.7
Western Suburbs	2.7	16,014	2.1	0.5	-
Pune	4.9	7,555	1.8	0.6	-
Eastern Suburbs	3.6	19,488	1.2	0.6	-
Extended Western Suburbs	0.1	9,079	0.4	0.1	-
Offices & Retail (for rent)	0.8		0.7	0.3	-
Digital Infrastructure	0.2		0.4	0.2	-
Land Sales & Tenancy	0.5		0.5		-
Total	33.5		24.0	10.0	0.7

Launches in Q1FY24

Micro-market	Own/ JDA Project	Area (Mn .Sq.ft)	Est. GDV (INR bn)
Pune	JDA	1.1	8.2
Western Suburbs	JDA	0.3	4.1
Extended Eastern Suburbs	Own	0.4	2.8
Total – Q1FY24		1.8	15.1

Business Development: Five new projects added in Q1FY24

INR bn

Micro-market	Saleable Area (msf)	Est. GDV
MMR – South Central	4.3	74
MMR – South Central	1.1	16
MMR – South Central	0.4	12
MMR – Western Suburbs	0.3	10
Bengaluru - South	1.0	8
	7.1	120

Recurring Cash-flow generation through land monetization

INR bn

Collections	Jan-21 to Jun-23	Q1FY24
For Digital Infra use	9.2	0.4
JVs/Platform	4.6	-
Outright	4.6	0.4
For other uses	6.3	0.5
Total	15.5	0.9

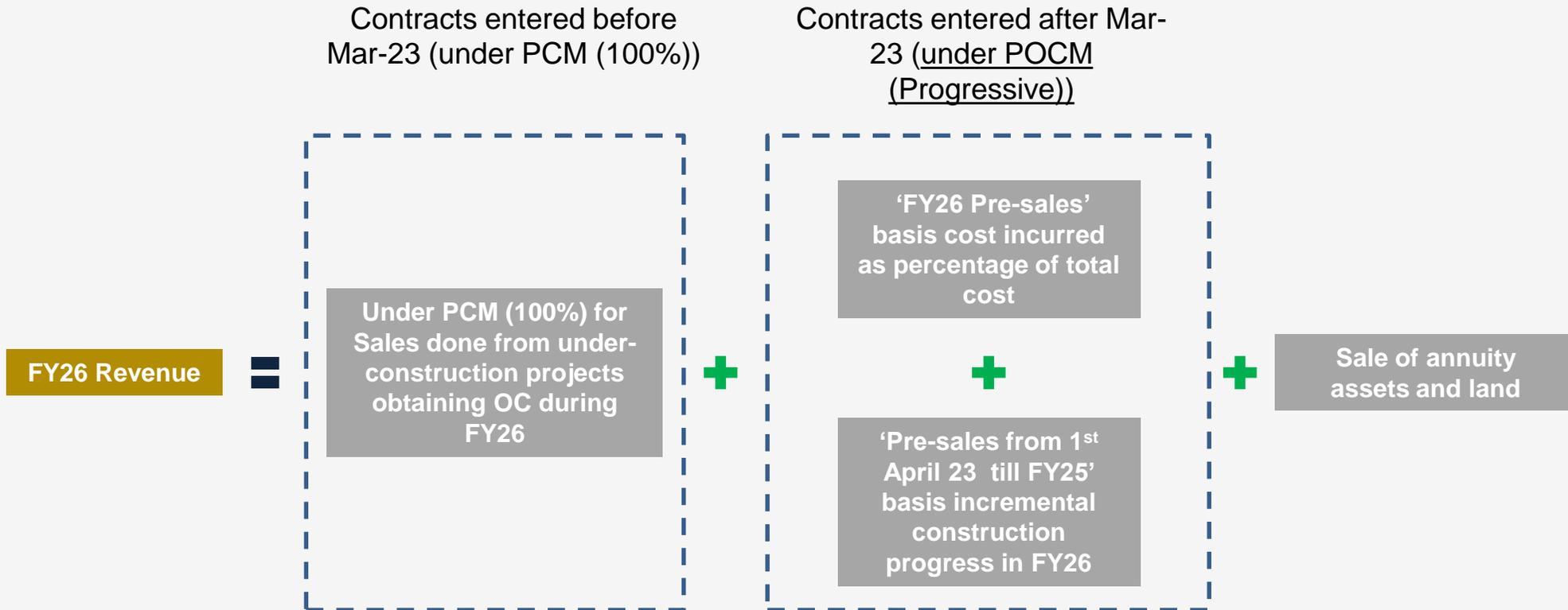
Creates virtuous cycle for our nearby township developments due to job creation and infra building

Lodha: Micro-market wise supply

Micro-markets	Residual Collections from Sold units	Ready unsold	Ongoing unsold	Planned Inventory Launches				Land Bank
				In next 12 months [^]		Beyond 12 months		
			Own Land	JDA Projects	Own Land	JDA Projects		
	INR bn			Mn. Sq. ft.				Acres
South & Central	30.9	28.8	74.4	0.3	1.0	0.9	6.1	-
Thane	10.2	2.4	24.5	1.5	-	3.3	0.2	-
Extended Eastern Suburbs	21.4	22.0	33.9	3.5	-	46.1	-	4,000+
Western Suburbs	7.8	2.0	11.3	-	0.6	-	0.7	-
Pune	12.0	1.1	18.1	0.6	1.7	0.1	1.6	-
Eastern Suburbs	14.4	-	23.7	0.3	1.6	1.2	2.3	-
Extended Western Suburbs	1.3	-	0.6	-	-	-	-	-
Bangalore	-	-	-	-	1.2	-	1.1	-
Offices & Retail (for rent)	0.3	29.9	2.5	-	-	7.2	-	-
Digital Infrastructure*	-	-	300 acres	-	-	-	-	-
Land Sales & Tenancy	0.2	-	-	-	-	-	-	-
Total	98.5	86.2	188.9+ 300 acres	6.2	6.1	58.8	12.0	4,000+

Revenue recognition for a financial year

Illustration for revenue recognition in FY26



Market wise completion plan for ongoing 'for sale' projects (1/2)

Mn.sq ft.

Market	Total area	Sold/ Unsold*	FY24		FY25		FY26		>= FY27	
			Own	JDA	Own	JDA	Own	JDA	Own	JDA
South & Central Mumbai	3.24	Sold-PCM	0.19	-	0.15	-	0.02	-	0.11	0.07
		Sold-POCM	0.00	-	0.05	-	-	0.02	0.02	0.02
		Unsold	0.17	-	0.75	-	0.46	0.45	0.08	0.63
Thane	5.44	Sold-PCM	1.35	-	0.66	-	0.59	-	0.01	0.03
		Sold-POCM	0.03	-	0.06	-	0.15	-	0.03	0.02
		Unsold	0.10	-	0.45	-	0.55	-	0.89	0.32
Extended Eastern Suburbs	10.95	Sold-PCM	2.38	-	1.86	-	0.59	-	0.10	-
		Sold-POCM	0.12	-	0.22	-	0.28	-	0.03	-
		Unsold	0.50	-	1.07	-	0.53	-	3.26	-
Western Suburbs	1.63	Sold-PCM	0.04	-	0.09	0.50	0.04	0.14	-	-
		Sold-POCM	0.00	-	-	0.07	-	0.08	-	-
		Unsold	-	-	0.07	0.13	0.06	0.41	-	-

Market wise completion plan for ongoing 'for sale' projects (2/2)

Mn.sq ft.

Market	Total area	Sold/ Unsold*	FY24		FY25		FY26		>= FY27	
			Own	JDA	Own	JDA	Own	JDA	Own	JDA
Eastern Suburbs	2.2	Sold-PCM	-	-	-	0.18	-	0.36	-	0.18
		Sold-POCM	-	-	-	0.03	-	0.06	-	0.13
		Unsold	-	-	-	0.14	-	0.39	-	0.73
Pune	4.82	Sold-PCM	0.02	0.53	0.23	0.86	0.05	0.10	-	-
		Sold-POCM	0.01	0.01	0.02	0.09	0.29	0.27	-	-
		Unsold	0.09	0.03	0.29	0.44	0.38	1.10	-	-
Extended Western Suburbs	0.40	Sold-PCM	-	-	0.32	-	-	-	-	-
		Sold-POCM	-	-	0.01	-	-	-	-	-
		Unsold	-	-	0.07	-	-	-	-	-
Total	28.47	Sold-PCM	3.98	0.53	3.31	1.55	1.30	0.60	0.23	0.28
		Sold-POCM	0.17	0.01	0.36	0.18	0.72	0.44	0.07	0.17
		Unsold	0.85	0.03	2.71	0.71	1.99	2.35	4.23	1.78



03 Financials

Financial highlights for Q1FY24

INR bn

Particulars	Q1FY24	Q1FY23	Growth %	FY23
Revenue	16.2	26.8	(39.6)%	94.7
Adj. EBITDA^	4.6	9.0	(48.6)%	29.7
Adj. EBITDA (%)	28.7%	33.7%	(500)Bps	31.4%
Adj. PAT*	1.7	3.6	(52.3)%	17.7
Adj. PAT (%)	10.2%	12.9%	(270)bps	18.2%
Networth	129.2			
Net D/E (x)	0.56x			

Consolidated Summary Balance Sheet

INR bn

ASSETS	As at 30-Jun-23	As t 31-Mar-23
Tangible Assets	13.1	13.0
Intangible Assets	5.3	5.3
Investments	5.5	2.4
Loans	11.7	11.5
Inventories	304.9	301.2
Trade Rec. (Incl. accrued rev.)	11.9	12.4
Cash and Bank Balances	15.5	19.3
Other Financial Assets	11.7	10.7
Non-Current Tax Assets	1.9	2.9
Deferred Tax Assets	2.1	2.4
Other Assets	13.3	10.4
Total Asses	396.9	391.5

EQUITY AND LIABILITIES	As at 30-Jun-23	As at 31-Mar-23
Equity Share Capital	9.6	4.8
Other Equity	118.9	121.8
Non-Controlling Interests	0.6	0.6
Total Equity	129.2	127.2
Borrowings	88.6	90.5
Trade Payables	20.7	21.0
Other Financial Liabilities	49.7	45.6
Provisions	0.3	0.3
Current Tax Liabilities (Net)	0.3	0.4
Deferred Tax Liabilities (Net)	0.4	0.3
Other Liabilities	107.8	106.3
Total Liabilities	267.8	264.3
Total Equity and Liabilities	396.9	391.5



The Park

05 Company Overview

Investing for the next phase of growth

Three focus areas- Technology, People and ESG

Technology



- Undergoing a Tech. Transformation to achieve operational improvement, revenue growth, superior customer & employee experience
- Standardized design and debottleneck processes
- Roadmap to ensure high value solutions be implemented at the earliest; Initiatives identified - Data Lake, Virtual Home Viewings, Integrated HR Solution, Robotic process automation etc.
- Timely adoption of futuristic solutions which can disrupt the real estate market

People



- Enhancing General Management capabilities to grow into more micro-markets
- Strengthening sales capabilities and improve distribution reach
- Capability development modules including on-job training, MDP, mentoring and learning sessions (internal/external)
- ESOPs issued to key talent to improve alignment and provide wealth creation opportunities

ESG



- Committed to a net zero carbon target by 2024 - gain global sustainability leadership
- Conducted gap analysis basis rating by Global ESG benchmarks (S&P, Sustainalytics, GRESB), to continue improving
- Became part of FTSE4Good Index Series
- Complete renewable transition in our Project Development activities
- Contributing to well being of society and employee through several programs in the field of Education, Women Empowerment and Skill Development such as: Lodha Genius, Lodha Unnati & Lodha Development Centre
- Improving governance through better disclosures such as Embedded EBITDA margin, proforma financials etc.
- Expanded board and brought diverse experiences

Eminent Board of Directors



Abhishek Lodha
Managing Director

- Holds a master's degree in science (industrial and systems engineering (supply chain & logistics) from Georgia Institute of Technology
- Worked with McKinsey & Company, USA



Mukund Chitale, *Independent Director and Chairman*

- Director on the Board of L&T
- Former President of ICAI and Chairman of Ethics Committee of BSE



Rajinder Pal Singh, *Non-Executive Director*

- Director on the Board of Maruti Suzuki
- Former Chairman and Managing Director of Punjab & Sind Bank and Chairman of NHAI



Ashwani Kumar, *Independent Director*

- Former Chairman and Managing Director (CMD) of Dena Bank and board member of the LIC
- President of the Indian Institute of Banking and Finance



Lee Polisano, *Independent Director*

- Founding partner and President of PLP Architecture, UK; Fellow member of the American Institute of Architects
- Globally recognized for architectural and urban design work, emphasizing underlying concern for environment



Rajeev Bakshi, *Independent Director*

- Former MD & CEO of Metro Cash & Carry and formerly associated with Pepsico, Cadbury Schweppes
- Currently on the board of Cummins India, Dalmia Bharat Sugar



Harita Gupta, *Independent Director*

- Formerly associated with Microsoft and NIIT Technologies
- Currently leading APAC and Global Enterprise Business at Sutherland Global Services



Rajendra Lodha, *Whole-Time Director*

- 31 years of experience in all facets of real estate development
- Bachelor's degree in civil engineering from M.B.M. Engineering College, University of Jodhpur



Raunika Malhotra, *Whole-time Director, President - Marketing and Corporate Communications*

- 15+ years of experience in leadership, corporate strategic planning, consumer insights and brand management
- Formerly worked with ECS Limited and Adayana Learning Solutions in strategic consulting

Strong management team

24+  **Shaishav Dharia**
CEO – Townships, Director – GDI Platform
 ■ Formerly worked with McKinsey & Company and Logic Tools

23+  **Prateek Bhattacharya**
CEO – Western Suburbs & Thane
 ■ Formerly served as Expert Associate Principal at McKinsey and Co.

18+  **Rajib Das**
President - Eastern Suburbs & Navi Mumbai
 ■ Formerly worked with Godrej Group, Indiabulls Properties

30+  **Tikam Jain**
CEO – Pune
 ■ Grown at Lodha with 25 years of association, last position held as Head CPT

31+  **Rajendra Joshi**
CEO – Bangalore .
 ■ Formerly associated with Brigade Enterprises, Mahindra Lifespaces

26+  **Sushil Kumar Modi**
Chief Financial Officer
 ■ Formerly worked at GMR, Aditya Birla Group & JSW Steel

24+  **Prashant Bindal**
Chief Sales Officer
 ■ Formerly part of Spice Mobility, Walmart India and Hindustan Coca Cola Beverages

28+  **Rajesh Sahana**
President – Customer Experience
 ■ Formerly worked with Globacom, Reliance Jio, Bharti Airtel, ABN Amro & Bank of America

24+  **Janhavi Sukhtankar**
President – Human Resources
 ■ Formerly held senior positions at Greenpeace International and Sanofi India

35+  **Rajesh Agrawal**
President - Procurement
 ■ Formerly served as Group CPO at Adani Ent. & held senior positions at RIL, JSW

27+  **Deepak Chitnis**
Chief Designer
 ■ Previously served as senior architect at Oberoi Constructions Pvt Ltd

27+  **Rajat Kumar Singh**
President- Finance
 ■ Formerly worked with Adani Group, Reliance Group & GMR

27+  **Shyam Kaikini**
President – Hospitality & Property Management
 ■ Formerly associated with Taj Hotels, Jumeirah International

30+  **Mark Griffiths**
Head – Pre-Constructions, QA & EHS
 ■ Formerly worked with Leighton Contractors, Baulderstone & Hornibrook

25+  **Const. Mgmt. Team**
COOs
 ■ **Satish S:** Ex-Arabtec.
 ■ **Shrikanth K:** Ex- Phoenix
 ■ **Yogendra B:** Ex- L&T
 ■ **Brijmohan C:** Ex-Arabtec

Significant experience across industries & functions

Depth of Experience in Key Competencies

Excellent Domain Knowledge

Our Sustainability Strategy: Do Good, Do Well

Our strategy helps us identify initiatives that enhance our impact and brings together our larger set of stakeholders to partner in the journey with us

Our ESG Goals

E

Ensure sustainability in our product and operations by positively impacting the natural environment

S

Positively impact our people and community through utmost respect for human rights, diversity and inclusion

G

Drive industry transformation by leading ethically and bolstering trust through high degree of transparency & accountability



We are *best-in-class* when it comes to measured ESG performance



S&P Global Corporate Sustainability Assessment 2022

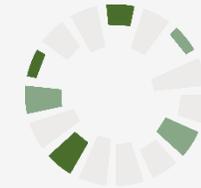
Among the **top ~1%** of the 867 global real estate companies; Featured in the **S&P Global Sustainability Yearbook**



G R E S B
★★★★★ 2022

GRESB Development Benchmark 2022

5-star rating with a score of 95/100 in the category “Residential: Multi-family: High-rise”



G R E S B
★★★★☆ 2022

GRESB Standing Investments Benchmark 2022

4-star rating with a score of 83/100 in the category “Diversified – Office/Retail”



Sustainalytics

Received **ESG Risk Rating of 13.8**, was assessed to be at “**Low-Risk**” category of ESG risk severity



WBA Buildings Benchmark

Ranked **4th** among the 50 keystone buildings sector companies globally



FTSE4Good

FTSE4Good Index Series

Included in the **FTSE4Good Index Series** in the June 2023 index review

Our commitment to sustainability: Progress across key focus areas

Environment

- Green Certification received for **~28.8 million sqft** across projects; process ongoing for **~47.5 million sqft** across **25 residential projects**
- **98% of renewable energy share** in our total energy consumption, across construction activities and standing assets as of Jun-23
- **~3 MWp** of on-site solar panel installations completed and work-in-progress
- Completed **physical climate risk analysis** for scenarios **SSP 2 and SSP 5** and developed a **Climate Risk Toolkit** for planning & design

Social

- First batch of ~100 students of **Lodha Genius Programme**
- Launched the **Lodha Development Centre (LDC)** to impart hands-on training and new age practical knowledge to our associates
- Received **Great People Managers Awards 2023** in association with **Economic Times and NHRDN** (National Human Resources Development Network)
- Women form **27.2 %**[^] of employee strength, including **11% in top leadership**

Governance

- Published our 2nd **Annual Integrated Report FY23** and **Business Responsibility and Sustainability Report (BRSR)** in June 2023
- Included in **FTSE4Good Index Series** in the June 2023 index review
- Robust policies, procedures and internal controls in place, which are reviewed and updated periodically

ABOVE IT ALL

06 Annexure

Significant opportunity to scale up in other micro-markets of MMR

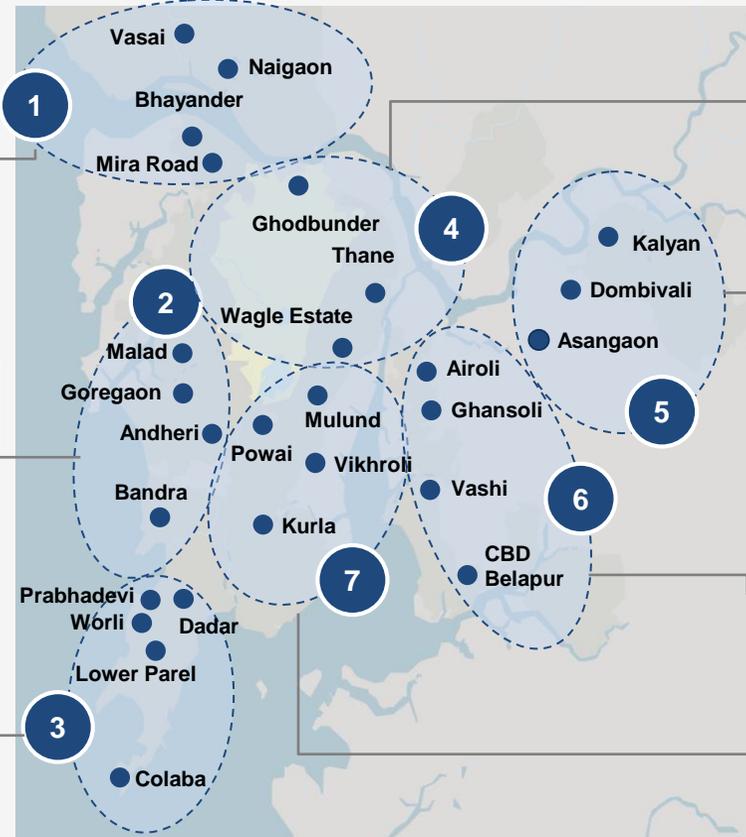
Market leading position in most micro-markets, with potential for growth in other regions

Market share by absorption in INR bn

1. Extended Western Suburbs	
Developer	Market share (%)
First	12.3%
2 LODHA	5.4%
Third	4.8%
Absorption: INR 24bn	

2. Western Suburbs	
Pre-IPO, had limited presence	
Added 4 projects with GDV of INR 42bn	
Absorption: INR 170bn	

3. South Central Mumbai	
Developer	Market share (%)
1 LODHA	33.9%
Second	13.4%
Third	9.9%
Added 7 projects with GDV of INR 177bn	
Absorption: INR 126bn	



4. Thane	
Developer	Market share (%)
1 LODHA	19.6%
Second	11.9%
Third	7.7%
Added 2 projects with GDV of INR 15bn	
Absorption: INR 101bn	

5. Extended Eastern Suburbs	
Developer	Market share (%)
1 LODHA	20.2%
Second	4.8%
Third	3.4%
Absorption: INR 73bn	

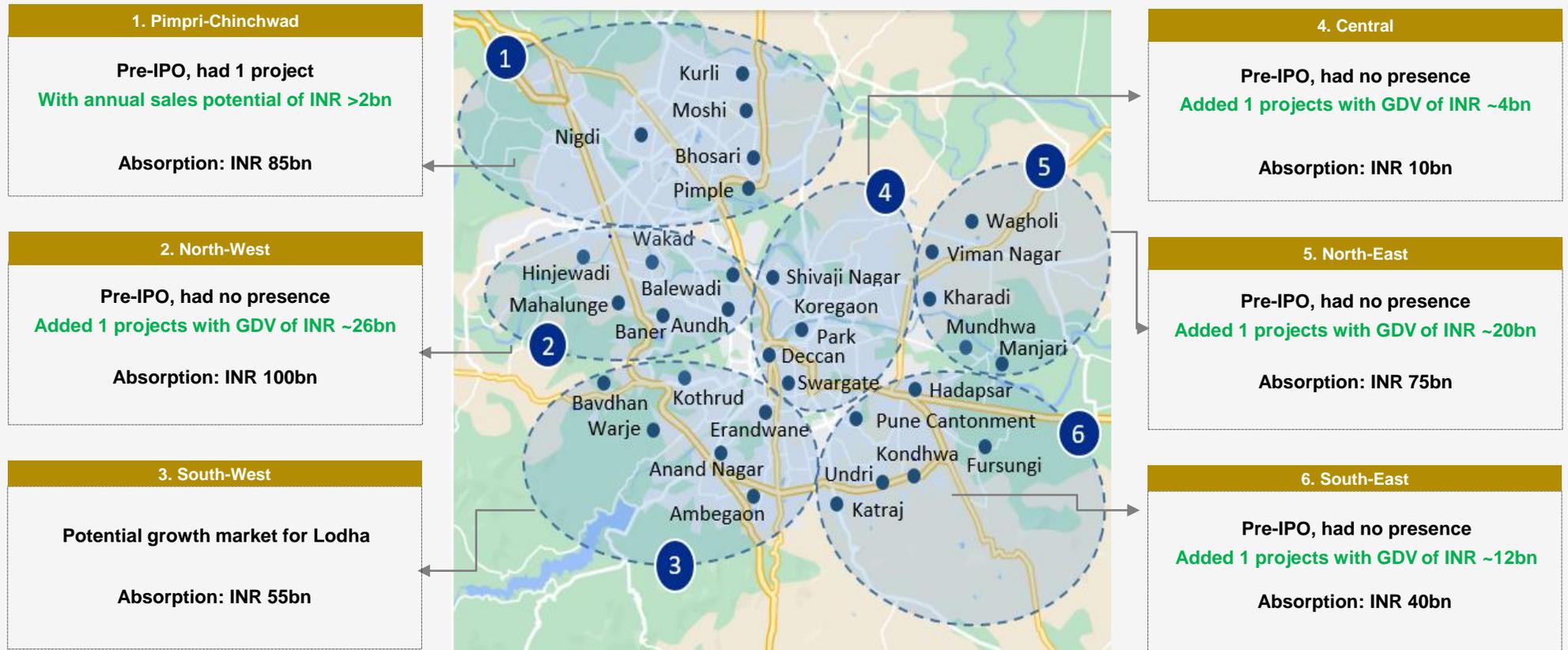
6. Navi Mumbai	
Potential growth micro-market for Lodha	
Absorption: INR 111bn	

7. Eastern Suburbs	
Pre-IPO, had no presence	
Added 9 projects with GDV of INR ~145bn	
Absorption: INR 173bn	

Tied up INR ~380bn of GDV and development potential of ~20 msf across 22 projects in various micro-markets of MMR

Pune - fourth largest housing market of India...

Accelerating growth in INR 365bn market by establishing presence across multiple locations



Tied up INR ~60bn of GDV with development potential of ~7.6 msf across four projects in various micro-markets of Pune

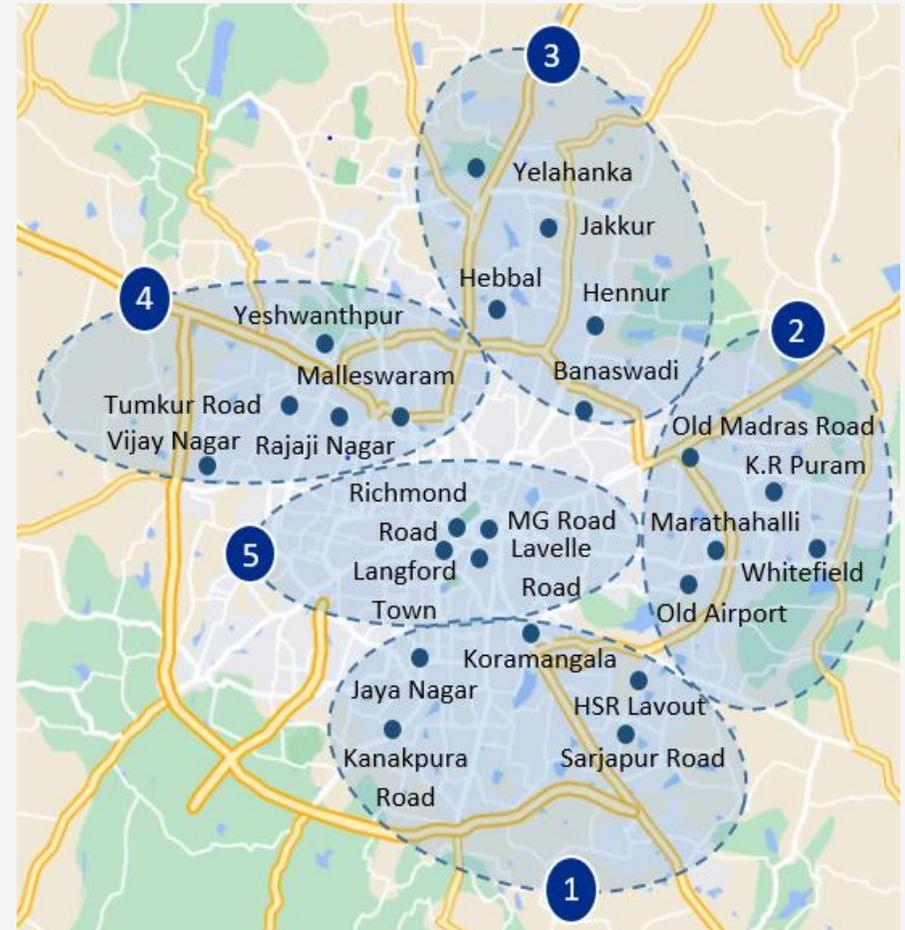
...will contribute to growth in a sustainable manner

- ✓ Large & resilient market with a play on IT and manufacturing sector upswing
- ✓ Historically, we have only present through Lodha Belmondo in Pune (Pimpri-Chinchwad)
- ✓ Signed four projects at NIBM, Hinjewadi, Bund Garden & Kharadi; advanced stage of signing definitive documents for multiple projects
- ✓ Multiple successful launches reflects strong recognition of brand Lodha
 - Bella Vista, off NIBM Road (South-East) in Aug'21, sold INR 6.8bn in 22 months (62% of launched inventory)
 - Giardino at Kharadi (North-East) in Nov-22, sold INR 6.1bn in 8 months(61% of launched inventory)
 - Panache at Hinjewadi (North-West) in March-23, sold INR 3.8bn in 4 months(50% of launched inventory)
- ✓ Medium term aim to capture ~15% market share

Entered Bangalore housing market...

Market size: INR ~400bn

	Micro-market	Market Size (INR bn)
1	South	185.0
2	East	80.0
3	North	112.0
4	West	20.0
5	Central	3.0
	Total	400.0



...strategic choice to ensure brand presence in market with good long-term prospects

- ✓ Key reasons for entering the market
 - Fragmented market with Top 5 players accounting for ~30% market share
 - Market with steady sales
 - Core hub for Technology in India
- ✓ Signed two projects through JDA with development potential of ~2.3 msf and GDV of INR 20bn; targeting to launch both in FY24
- ✓ Creating dedicated team with local capability based in Bengaluru
- ✓ Focus on gradual growth focused on capital light JDA model

Supply side consolidating - unlikely to keep pace with accelerating demand

Consolidation wave due to policy reforms and liquidity crisis...



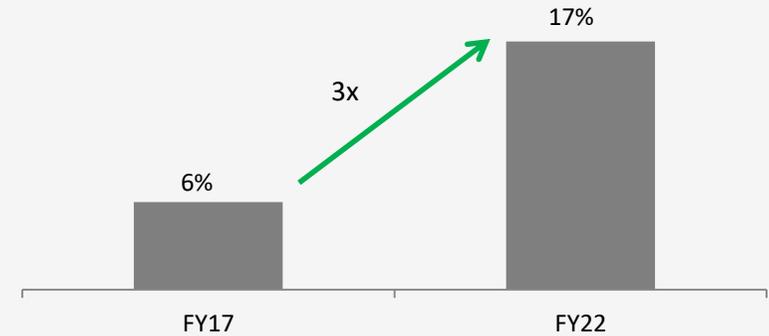
Remaining Tier - 2 & 3 players develop:

- ✓ Small-sized projects (< INR 5bn)
- ✓ One at a time
- ✓ Take longer (5-7 years) to complete

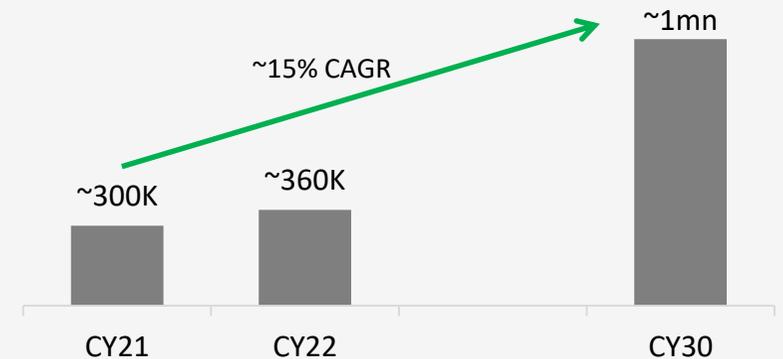
Multiple forces leading to consolidation

- ✓ Regulatory push: **RERA, Demonetization, GST, Amendment to Benami Act.**
- ✓ Funding squeeze for Tier – 2 & 3 developers:
 - NBFC's exiting market after large losses – wholesale lending bubble popped after IL&FS implosion
 - Inability to **sell during construction**
- ✓ Consumer loss of confidence with Tier – 2 & 3 developers:
 - Having **burnt their lifetime savings**
 - **Failure to deliver or untimely delivery** with poor quality

...has led to market share gains for listed developers



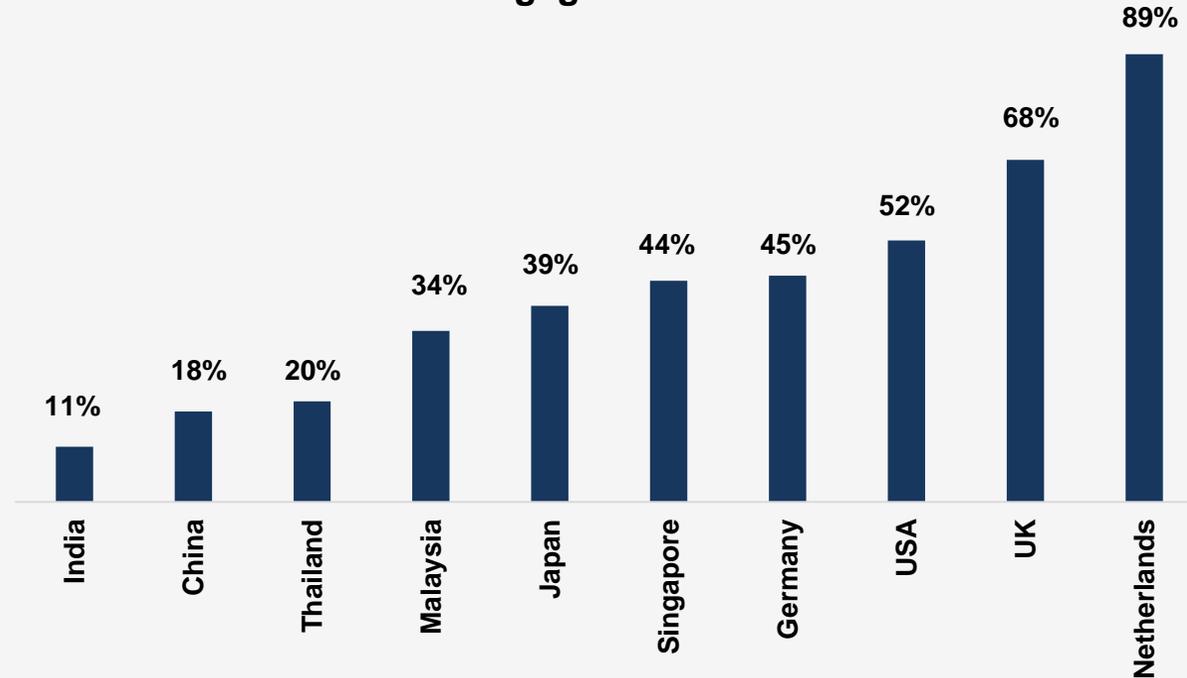
Housing sales in top cities to reach 1mn by 2030



Steady as it goes: Mortgage an enabler, not inducer of demand

- ✓ Conservative Central Bank, low risk mortgage market: LTV < 85%, no teaser rates
- ✓ Rate cycle seem to have peaked; pivot likely in 2HFY24
- ✓ Strong performance of mortgages through all parts of the cycle - Intense competition for safe haven mortgage assets leading to plentiful availability
- ✓ A floating rate product; rate cycle well understood by homebuyers. Interest rate change modifies tenure, not EMI
- ✓ Salary growth of 8-10% enables mortgage repayment in 7-8 years

Mortgage as % of GDP



Low penetration of mortgage provides significant room for growth

Housing sales driven by fundamental need and nominal price growth, not by mortgage inducement

Low risk to margins from construction cost inflation

- ✓ Construction costs typically forms 25% to 45% of the sales price
 - Of which, one-third is related to low skilled and semi-skilled labor: plentiful supply though migration from rural areas (250+ mn people estimated to be 'underemployed' in agriculture). Hence, labour inflation is low and keep inflation from being 'sticky'

- ✓ Commodity inflation, though often sharp, generally of short cycles as demand and supply adjust to new normal, bringing price moderation in the short term
 - Spurt in commodity price due to Russia-Ukraine war is reversing

- ✓ ~3 year period of construction provides flexibility to manage costs across the project lifecycle

- ✓ Ready and advance under-construction inventory provides hedge against the commodity price inflation

Construction cost – inflation moderation since Mar-22

Commodity/Component	% Share in total cost	Mar'21 to Mar'22		Mar'21 to Jun'23	
		% Change	Weighted Impact	% Change	Weighed Impact
Steel	12.9%	35.1%	4.5%	5.4%	0.7%
Flooring Tiles	5.0%	23.9%	1.2%	10.4%	0.5%
Electrical/Plumbing	11.8%	10.1%	1.2%	4.5%	0.5%
Labour	34.4%	3.0%	1.0%	4.3%	1.5%
External Windows	3.9%	21.9%	0.8%	8.4%	0.3%
RMC + Cement	10.5%	6.3%	0.7%	13.6%	1.5%
Lifts & Elevators	3.3%	16.6%	0.5%	37.7%	1.2%
Carpentry Materials	3.5%	15.5%	0.5%	5.6%	0.2%
Painting	3.8%	13.1%	0.5%	29.5%	1.1%
Overall			~13.7%		~10.1%

Construction cost increase since 1st April 21 at ~4% annualized rate (expected to continue moderating)

This, in turn, implies impact on COGS of <2% p.a. for our portfolio

Multiple benefits of consistent housing price increase below wage growth

- ✓ Improves affordability leading to increased volumes
- ✓ Leads to significant wealth creation for home owning middle class (*'Wealth Effect'*)
 - Boosts consumption as consumer confidence increases
 - Housing is a vehicle for generating *retirement surplus*; rising home prices enable older population to maintain spending power
 - Creates an *inflation hedge* especially for young home owners
- ✓ Rising home prices have a positive impact on the housing and allied industries which in turn has a big multiplier effect on the economy
 - Has the highest labor to output ratio
 - Housing is among the largest employment generators
 - Has among the biggest multiplier effects on SME segment through supply chain
 - Highest ability to pull the unskilled masses from the farm & convert them into skilled workforce over time

Key affordable & mid-income projects delivered

Unique ability to create destinations



Lodha Upper Thane



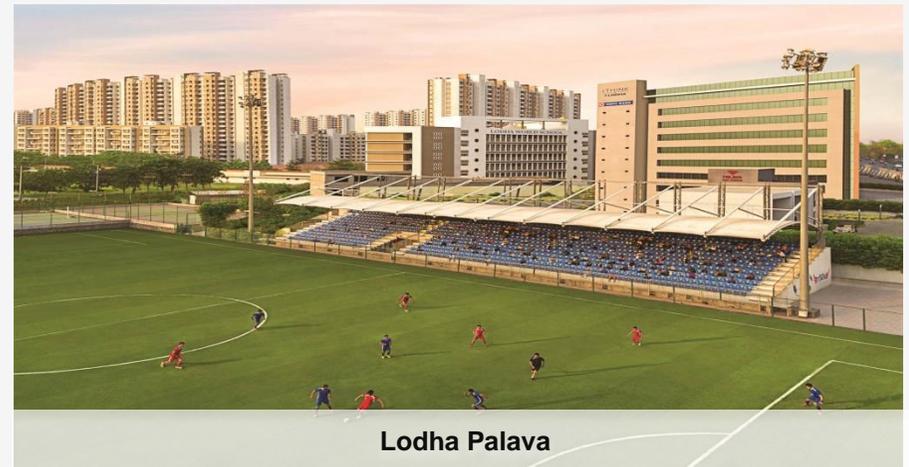
Lodha Belmondo



Lodha Splendor



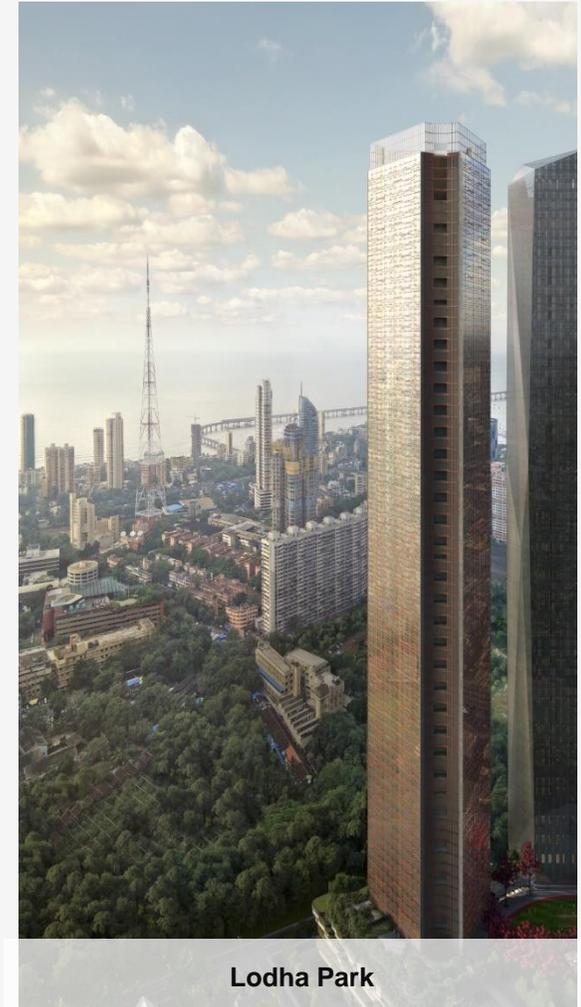
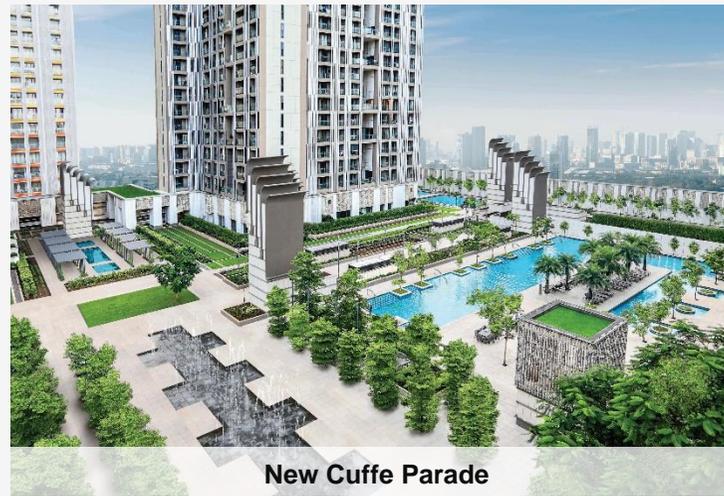
Lodha Amara



Lodha Palava

Key premium & luxury projects delivered

Unique ability to create destinations





Disclaimer

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward looking statements. Macrotech Developers Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



Thank You!

For any further information, please write to investor.relations@lodhagroup.com