

April 24, 2025

BSE Limited

Scrip Code: 543287

Debt Segment – 975115, 975192, 975560, 976262

National Stock Exchange of India Limited

Trading Symbol: LODHA

Dear Sirs,

Sub: Press Release on Audited Financial Results for the quarter and year ended March 31, 2025

In continuation of our letter of even date, regarding the submission of Audited Financial Results (Consolidated and Standalone) for the quarter and year ended March 31, 2025, we enclose herewith a copy of Press Release issued by the Company in this regard.

Kindly take the above information on your records.

Thanking you,

Yours faithfully,

For Macrotech Developers Limited

Sanjyot Rangnekar

Company Secretary & Compliance Officer

Membership No. F4154

Encl: As above

Lodha delivers stellar results: 71% profit growth on back of 34% revenue growth

Best ever pre-sales of INR 176bn for FY25

- FY25 Revenue increases +34% to INR 137.8bn from INR 103.2bn in FY24
- FY25 PAT increases +71% to INR 27.7bn from INR 16.2bn in FY24
- FY25 PAT margin grows to 20% from 15% in FY24
- FY25 Pre-sales increases +21% to INR 176.3bn from 145.2bn in FY24
- Addition of 10 new projects with GDV of INR 237bn in FY25

24th April, 2025, Mumbai: Lodha, India's leading real estate developer, announced its financial results for the financial year ending March 31, 2025. Company reported its best ever quarterly & annual pre-sales performance with robust margins. Q4 saw best ever quarterly pre-sales of INR 48.1bn with embedded EBITDA of 32%.

Q4FY25 Operational & Financial Overview

- Pre-sales: INR 48.1bn (+14% YoY)
- Collection: INR 44.4bn (+26% YoY)
- Revenues from ops.: INR 42.2bn (+5% YoY)
- Adj. EBITDA: INR 14.6bn (+9% YoY)
- PAT: INR 9.2bn (+38% YoY)

Commenting on the performance, **Mr. Abhishek Lodha, MD & CEO, Macrotech Developers Ltd.** said, *"Our best ever quarterly and annual performance showcases the buoyancy in demand for high quality homes in India from a top-notch brand like Lodha. Driven by the strength of our brand, we delivered pre-sales of INR 176bn for FY25, thus meeting our guidance of delivering consistent and predictable 20% growth - now for four consecutive years since our IPO. Our focus on profitable growth has resulted in strong margins and Return on Equity (RoE), which provides us with continued strength to grow. Our strong collections are also indicative of our capability to convert sales into cashflow in a timely manner.*

We are extremely pleased that this is the fifth consecutive quarter of achieving pre-sales greater than INR 40bn thus showcasing our predictable business model. The quarter also saw the strongest ever collections performance of INR 44.4bn which showcases strong execution capability of the organization.

I would like to highlight that our micro market led super market strategy enabled us to deliver INR 25bn of Pre-sales in the Western Suburbs of MMR, registering 140% growth on YoY basis. Our new Business Development for FY25 across MMR, Pune and Bengaluru stands at INR ~237bn of GDV (10 projects), thus surpassing our full year guidance.

During Q4, we added two more projects in Pune with a GDV of INR 43bn. With this, we now have nine locations across Pune. Having achieved over INR 25bn of pre-sales in Pune in FY25, the larger base of projects sets us on path to further increase our market share and continue to grow towards becoming the No. 1 developer in Pune. Similarly, we have entered FY26 with five locations in Bengaluru setting the stage for our growth phase.

Despite investments in Business Development in this quarter, we further reduced our net debt by INR 3.1bn to INR 39.9bn (0.2x Net Debt/Equity) - well below our ceiling of 0.5x Net Debt/Equity. This is on the back of strong operating cash flow generation of INR 23.4bn during the quarter. On the back of strong operating and financial performance, India Ratings upgraded our credit rating to (AA/ Stable). Our exit cost of debt continues to go down and stands at 8.7% (down ~10 bps during the quarter) - among the lowest in the industry."

Guided by our 'Do Good, Do Well' philosophy, we view sustainable growth as a collective duty and are dedicated to nation-building through impactful, long-term initiatives. Recognized by DJSI, MSCI and FTSE4Good, we strive to contribute to building a sustainable, developed India by 2047, targeting

a US\$ 15,000+ per capita income and top-quartile global rankings in happiness and environmental performance. To achieve this goal, the Lodha Foundation has identified four focus areas: Educational excellence for the most talented, Innovation, Environment and Indian Culture. Some highlights include:

- The Lodha Genius Program, partnered with Ashoka University, attracted about 8,000 applicants this year, and 300 students were chosen to participate in this world-class academic and development summer experience.
 - Environmentally, we manage a 60+ million sq. ft. green-certified portfolio and advance our low-carbon strategy with renewable PPAs exceeding 10 MW, aligned with SBTi targets. Innovations like nature-based cooling at Palava and 'UrjaAnk' for household energy analysis reflect our comprehensive approach.
-

About Lodha

Lodha, India's leading real estate developer, is driven with the passion of building world's finest developments across its residential, commercial and digital infrastructure portfolio. The company has delivered ~100 million square feet of real estate and is currently developing more than 110 million square feet under its on-going and planned portfolio. The company's vision of 'Building a Better Life' extends across geographies, markets, price points and consumer segments. Lodha creates developments with self-contained eco-systems, great outdoor spaces, & robust infrastructure and brings every facility, convenience and near commerce to the doorstep through its integrated digital platform Bellevie, transforming lives of its residents. The company is committed to becoming a net-zero carbon emissions company by 2050, leading the real estate industry's low-carbon transition and acting in the larger interest of the environment and society. In more ways than one, Lodha is dedicated to "Building a Better Life". The company also has a growing Digital Infrastructure business where, it has scaled up and made its mark in a short span of time.

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.