

April 22, 2023

BSE Limited

Scrip Code: 543287

Debt Segment – 974163, 974199, 974473, 974511

National Stock Exchange of India Limited

Trading Symbol: LODHA

Dear Sir,

Sub: Investor Presentation

We enclose herewith Investor's presentation on the Audited Financial Results for the quarter and year ended March 31, 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

Fourth Quarter FY2023

22nd April 2023

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FY23: Resilient growth, strong financial performance



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

- 33 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 pilot phase in Bangalore

Operational Excellence & Strong Brand

- **Premium** brand positioning and high recall
- **High quality** leadership team
- **Best value construction costs:**
 - 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; Dividend of INR 2 per share (pre-bonus)

Strong profitability track record; to 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 ~70.7bn (Mar-23); continued reduction planned, well below ceiling
- A+ rating; 5 upgrades in two years

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

- Significant beneficiary of flight to quality – home buyers & land owners
- 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 annual 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

- FY 23 - new project additions: 12 projects with GDV of INR ~200bn
- Balanced mix of outright & JDA sales



01 Highlights

Key Performance Indicators

Pre-sales*

- ✓ FY23 Pre-sales at INR 120.6bn (↑ 34% YoY) vs guidance of INR 115bn
- ✓ INR 30.3bn in Q4, third consecutive quarter of INR >30bn pre-sales

Embedded EBITDA Margin[#]

- ✓ 32% for FY23
- ✓ ~31% for Q4

New Projects Added

- ✓ FY23: INR ~200bn GDV (vs 150bn guidance) & ~14 msf saleable area
- ✓ Added one project with INR ~20bn GDV & 1.5 msf saleable area in Q4

ESG Performance

- ✓ Morningstar Sustainalytics: Rated in top-10 among the 280+ global real estate companies & in top 7% of 15,300+ companies
- ✓ Launched Lodha Genius Program to develop high potential children (Grade 9 onwards) and inculcate spirit of service to nation & society. Partnership with Ashoka University, India's leading Liberal Arts & Sciences University

FY23 - Other Operating Highlights

Price Growth

↑ ~8%

FY23 price growth¹

Launches

10.3 msf

*Launches across MMR
and Pune*

Cash Flow

Operating cash flow

INR 56.6bn

*Surplus for capital
provider*

INR 22.3bn

Net Debt

INR 70.7bn

- **Reduced INR ~22.3bn**
- **Average borrowing cost reduced to 9.8% vs 10.5% on Mar-22²**

Q4FY23 - Other Operating Highlights

Price Growth

↑ ~8%

FY23 price growth¹

Launches

3.7 msf

*Launches across MMR
and Pune*

Cash Flow

Operating cash flow

INR 16.0bn

*Surplus for capital
provider*




INR 9.7bn

Net Debt

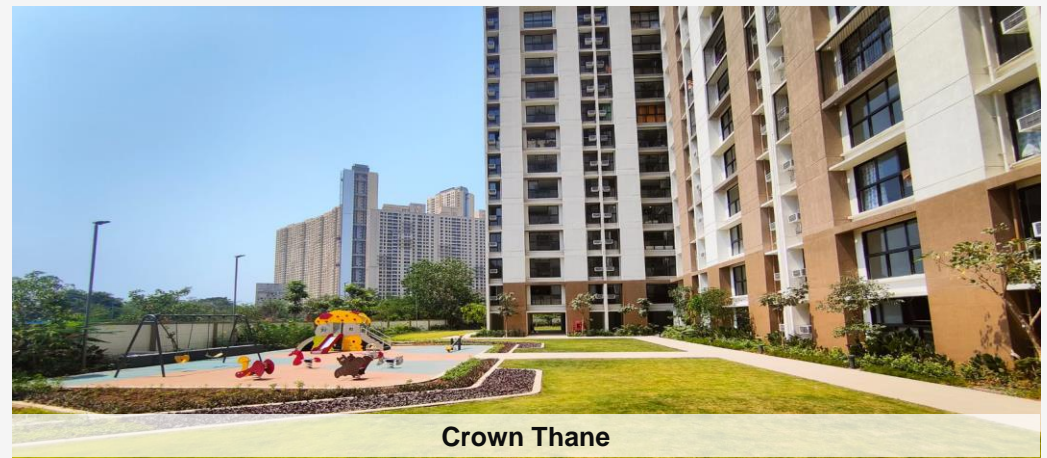
INR 70.7bn

- **Reduced INR ~9.7bn**
- **Average borrowing cost stable at 9.8% compared to Dec-22²**

FY23 - Diversified projects leading to resilient growth

- ✓ 33 contributing project across MMR & Pune in line with our super market strategy; 12 new projects launched during the year
- ✓ Improving infra and continued product innovation supporting strength in Townships
 - Pre-sales: INR 22.6bn in FY23 vs 19.4bn in FY22 ( **16%**)
- ✓ New micro-markets scaling up:
 - Pune pre-sales: INR 11.3bn / 4 projects in FY23 vs 5.5bn / 2 projects in FY22 ( **103%**)
 - Eastern Suburbs MMR pre-sales: INR 12.3bn / 5 projects in FY23 vs 1.4bn / 2 projects in FY22 ( **764%**)
- ✓ Focus on data intelligence and improved sales processes to improve conversion:
 - Conversion rate*: ~7.5% in FY23 vs 6.8% in FY22

~9,200 new homes made ready



Key projects handed over in FY 23



UK Investments: Significant repatriation done, balance in FY24

- ✓ **Repatriated INR 5.5bn in FY23**
- ✓ Balance repatriation of INR ~5.5bn expected in FY24
- ✓ No further investment outside India - divestment of equity in UK business once entire funds received



Rewarding shareholders

- ✓ Strong operating cash flow enables significant investment for growth + significant surplus capital for capital providers

- ✓ Board took note of the robust performance and decided to reward shareholders with
 - **INR 2 per share dividend (pre-bonus)***

 - **Bonus issue of 1:1***

- ✓ Policy to distribute 15-20% of PAT as dividend (subject to debt ceiling)

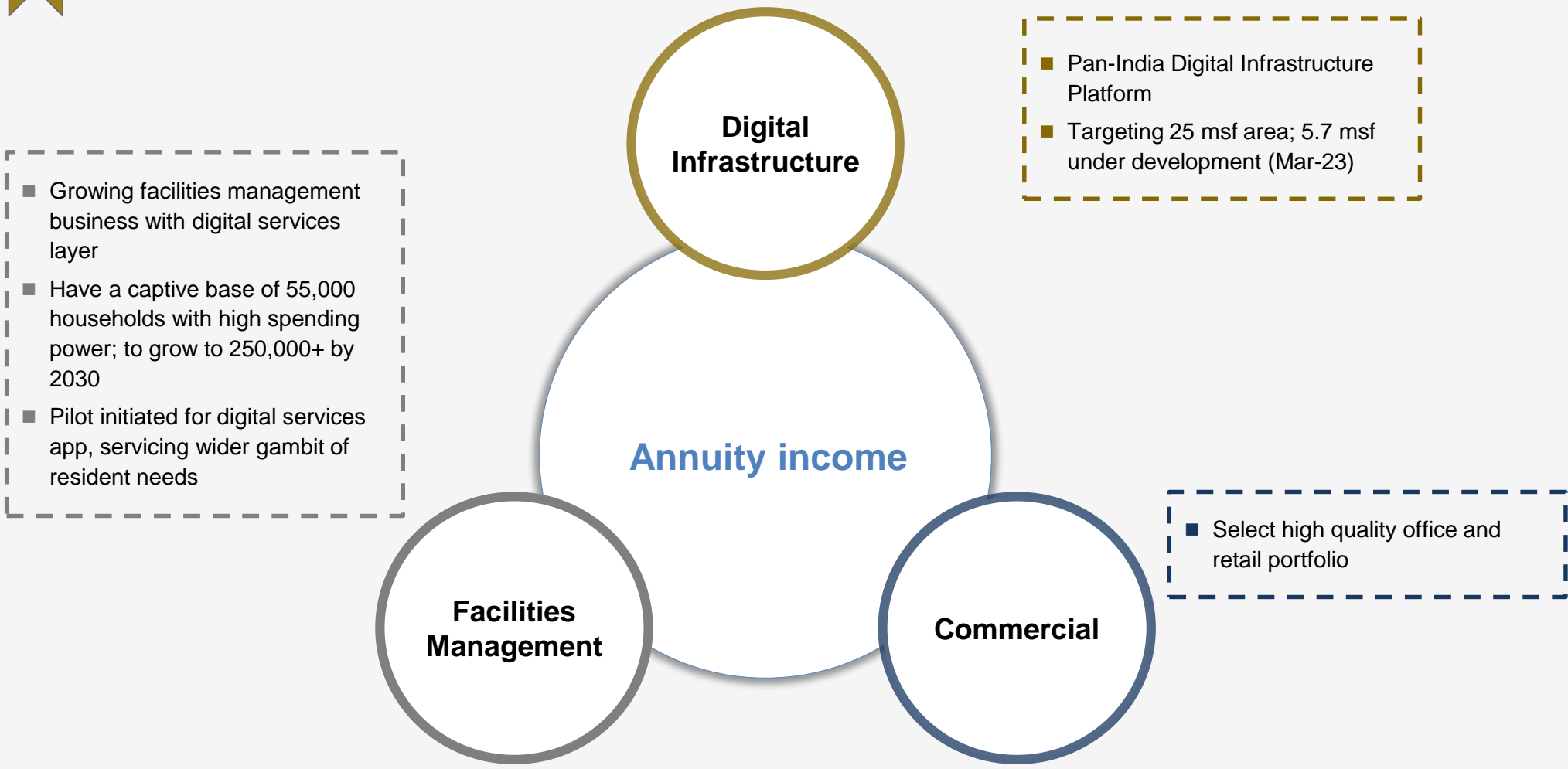
Cash Flow

INR bn

	'For Sale'	Office & Retail (for rent)	Digital Infra	Other Land & Tenancy Sales	4QFY23	FY23
Pre-Sales	29.1	0.9	-	0.3	30.3	120.6
Collections	27.8	0.9	0.2	0.4	29.3	106.1
Repatriation from UK Investments	3.0	-	-	-	3.0	5.5
Net* Collections including UK Repatriations	28.2	0.9	0.2	0.4	29.7	102.6
Op. Expenses	13.7	0.1	-	-	13.8	46.0
- Const. Exp	9.5	0.1	-	-	9.6	33.3
- SG&A	3.6	-	-	-	3.6	11.6
- Taxes	-	-	-	-	0.6	1.1
Operating cash flow	14.5	0.8	0.2	0.4	16.0	56.6
- Interest payments					2.1	10.0
Cash flow for investments / capital return					13.9	46.6
Growth Investments#					4.1	24.3
Unlaunched projects					2.1	17.0
Launched project					2.0	7.3
Surplus for distribution to Capital Providers					9.7	22.3

INR 22.3bn net debt reduction – significant reduction through organic means

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	Till Mar-23*	FY23	Notable Clients
Area Under Development	5.7	3.6	
Area Under Construction	1.4	1.4	Skechers, Schlumberger

- ✓ In advance discussions with leading Global & Indian retail brands to set up their fulfilment centres
- ✓ 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.
- ✓ Facilities for Skechers, Schlumberger, Aptar Pharma & Flyjack to be operational in 2023 boosting economic activity of the township



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

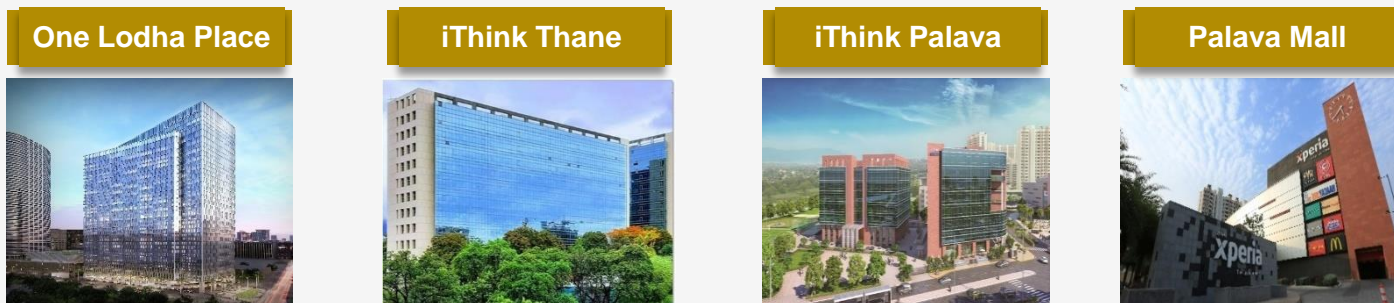


Ramit Chopra
Head – BD & Leasing, GDI Platform
 ■ Formerly worked with Embassy Industrial Parks, Indospace



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.



Area in msf

Location	Worli (World Towers)	Thane (Clariant Plot)	Palava (Office)	Xperia Mall
Leasable area [^]	0.73	0.10	0.58	0.42
Area Leased [^]	0.1	-	0.15	0.39
Status	Ready	Ready	0.43: Under development (Est. completion in 2023)	Operating
Annualized Rental Income	INR ~2,000+ mn p.a	INR ~60 mn	INR ~270mn*	INR ~300mn *

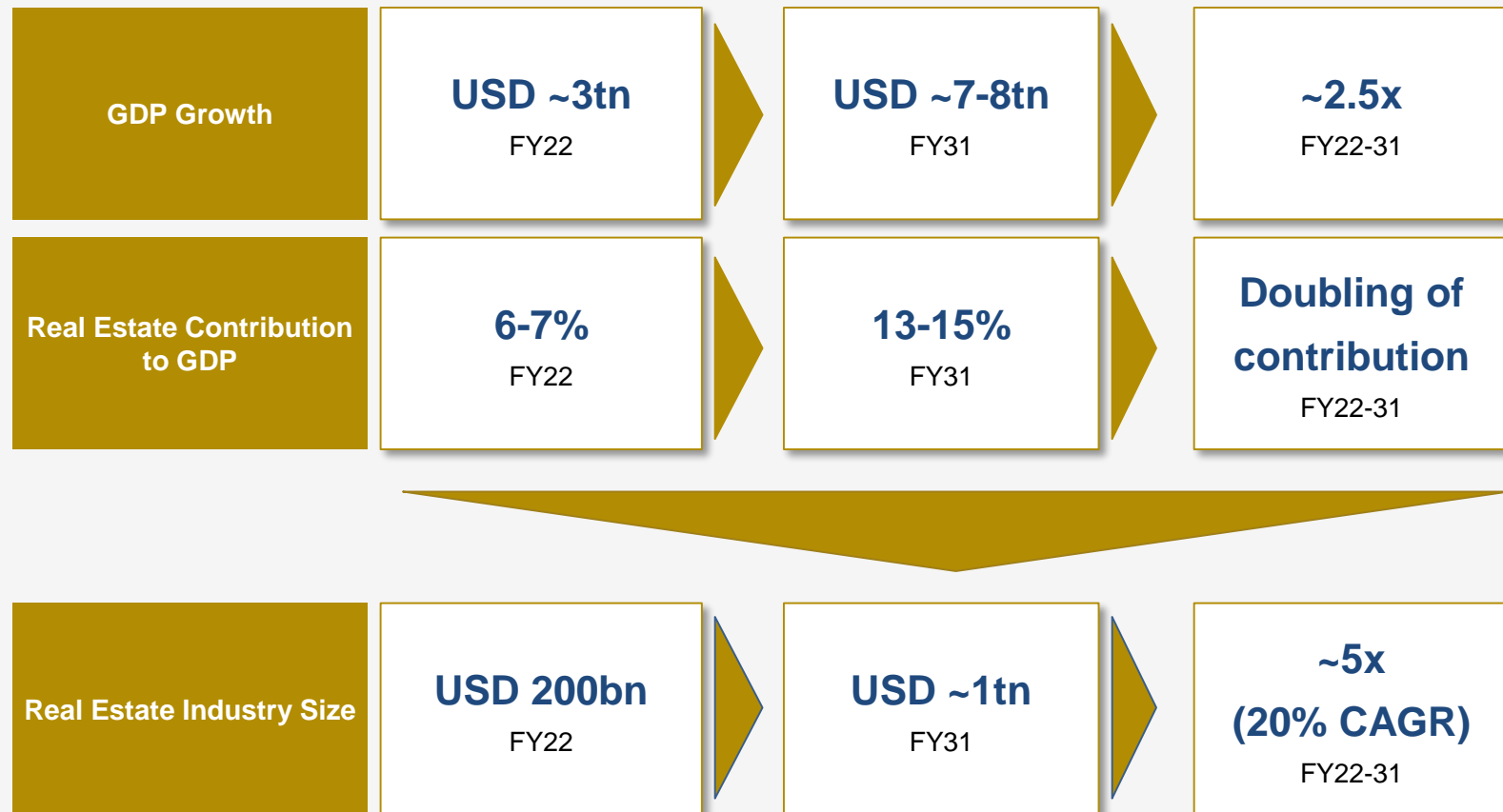


THE PARK
TOTAL 230
SOLD 5
OPEN 20
TARGET 230

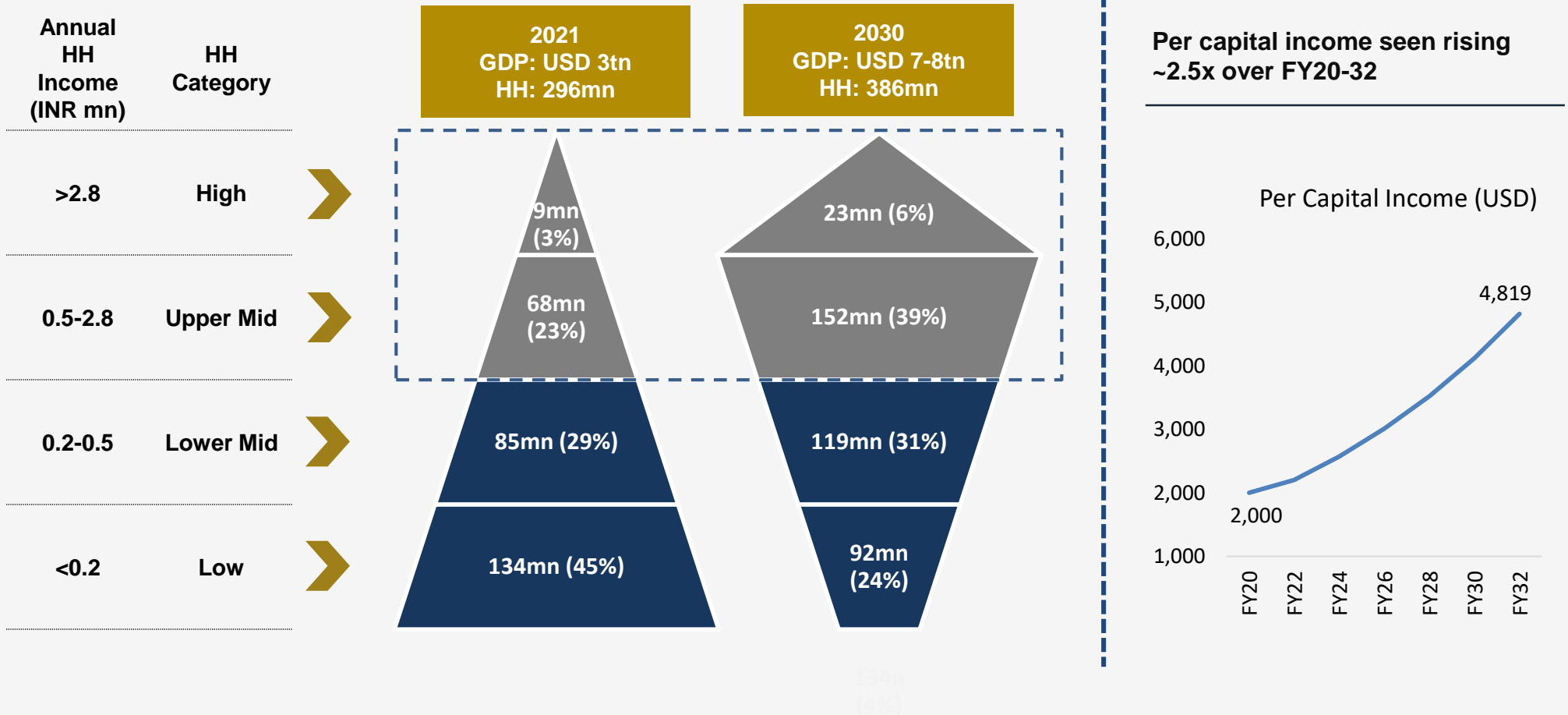
The Park

02 FY24 Guidance

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



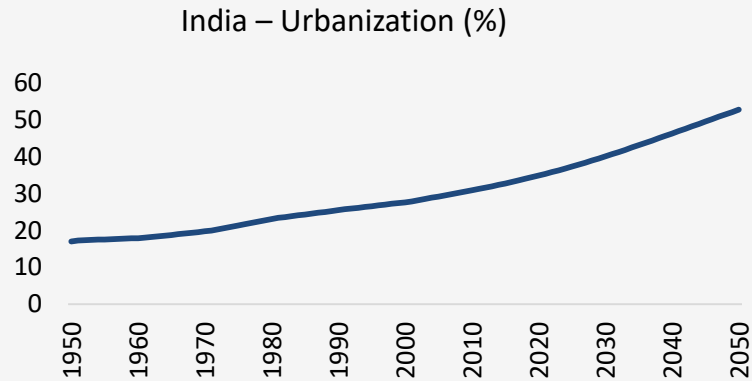
100 mn new households to become 'home ownership capable' this decade



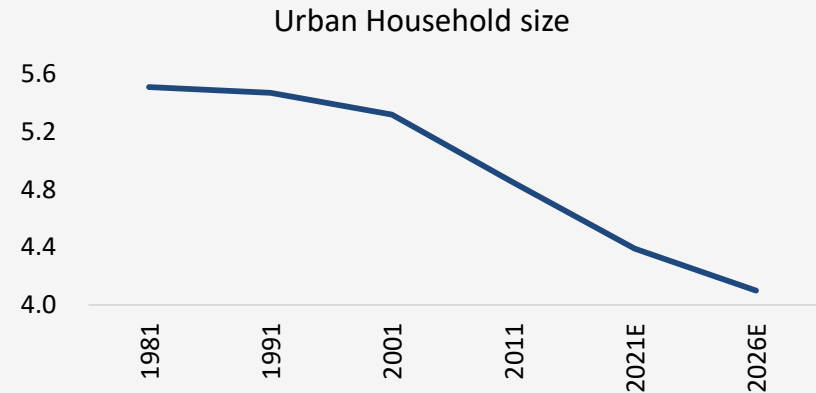
Once in a country's lifetime opportunity!

Strong affordability drives conversion of housing need to demand

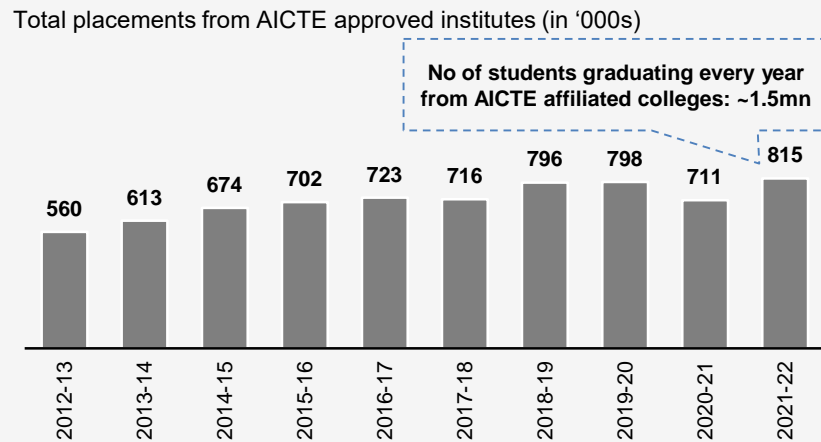
Rapid urbanization to create need for quality urban housing



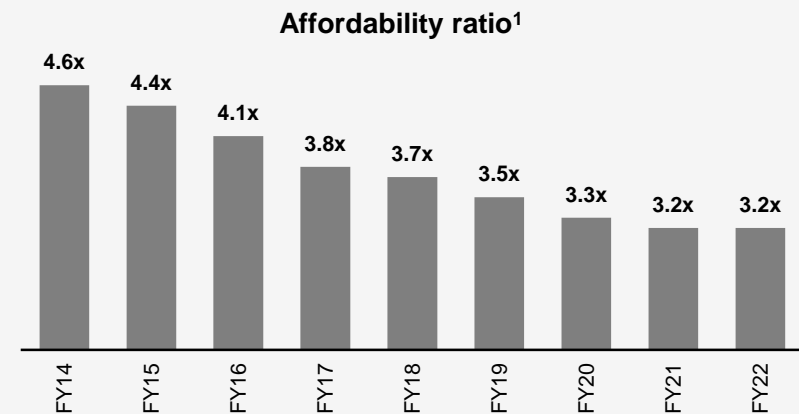
Family nuclearization



Large no of educated workforce added every year



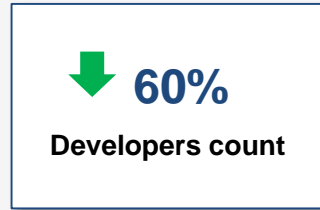
Improved affordability to support demand



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

Supply side consolidating - unlikely to keep pace with accelerating demand

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



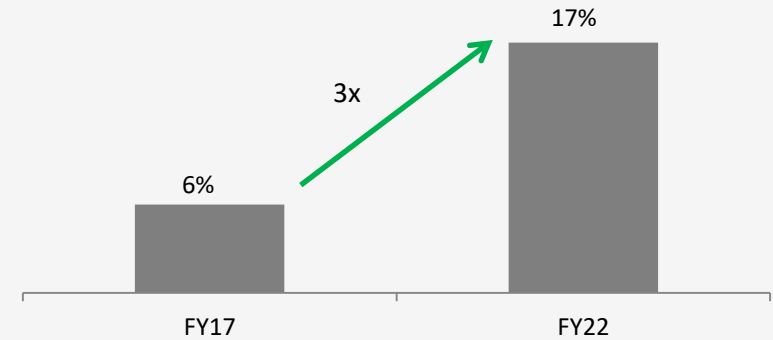
Remaining Tier - 2 & 3 players develop:

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

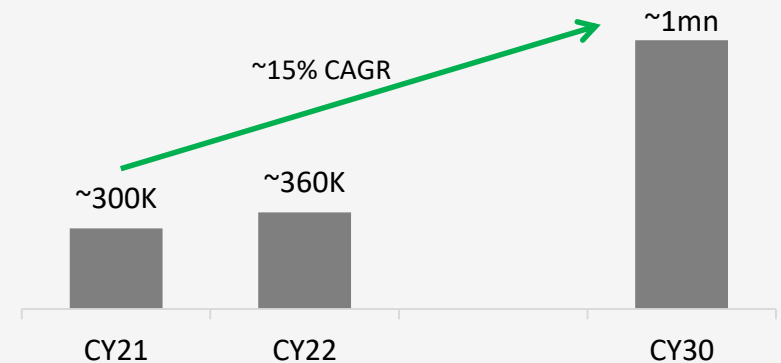
Multiple forces leading to consolidation

- ✓ 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



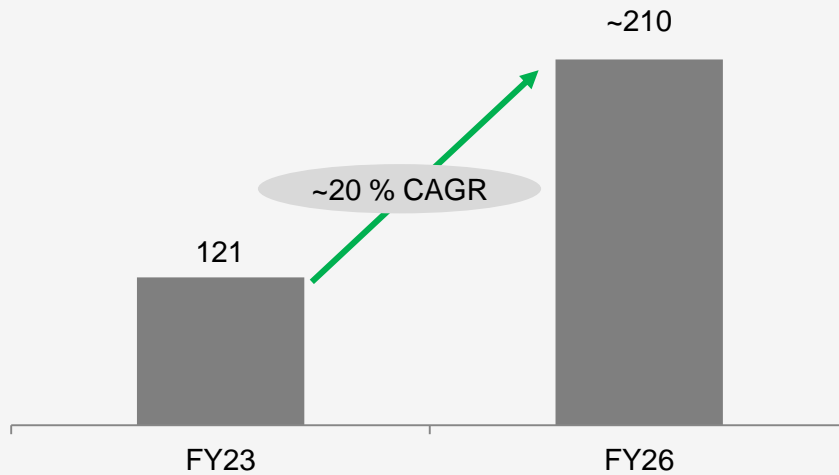
Housing sales in top cities to reach 1mn by 2030



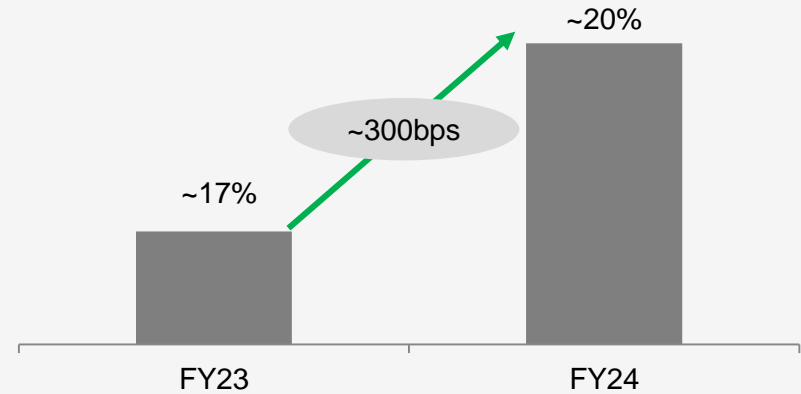
'20:20' Action Plan

INR bn

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



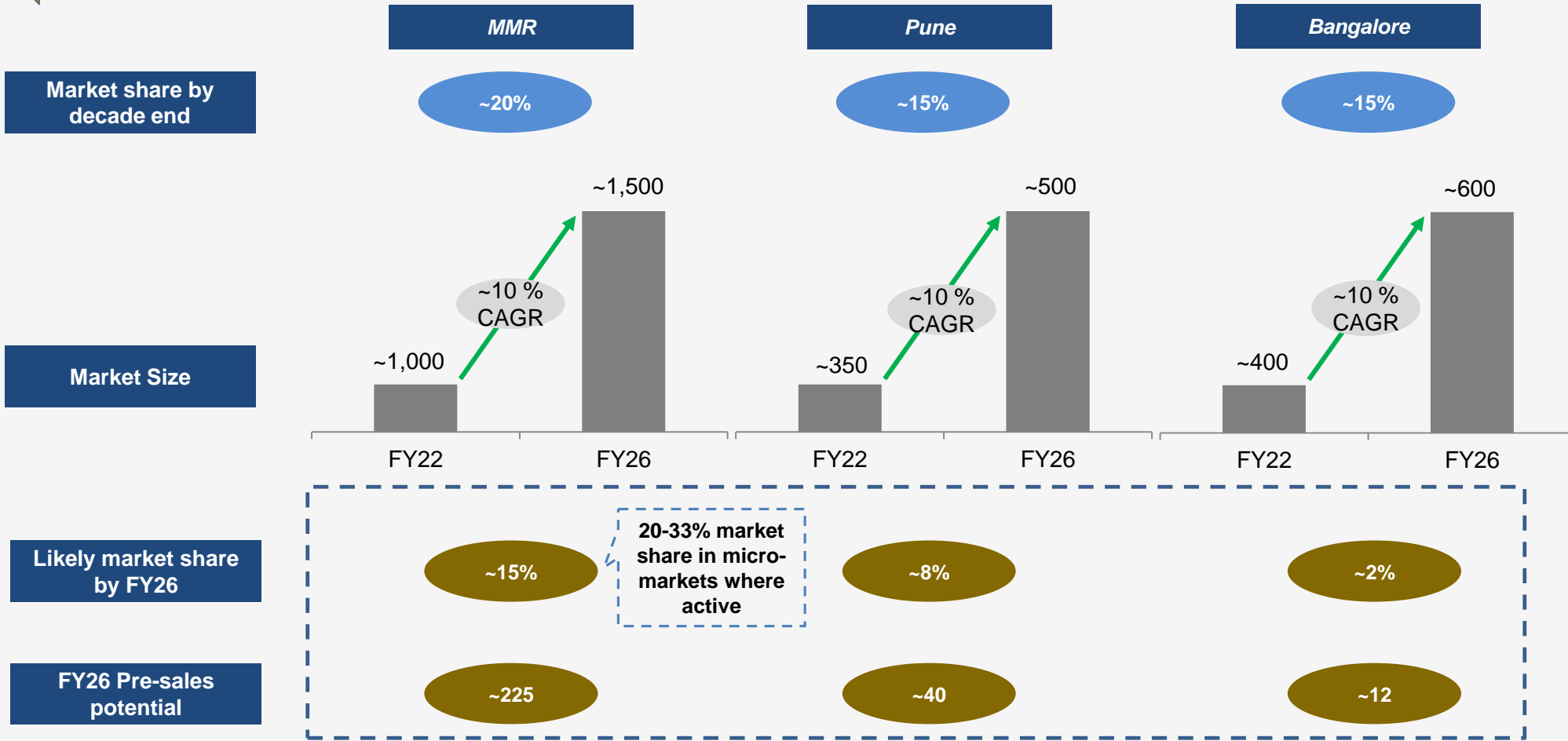
Pre-Sales



RoE

Significant headroom for growth in core markets of MMR & Pune

INR bn



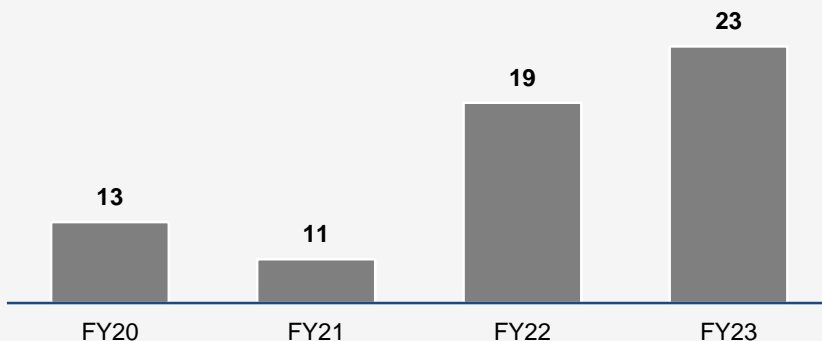
Keeping our growth with conservative capital structure approach in mind, guiding for ~20% pre-sales CAGR i.e. INR ~210bn by FY 26 against higher potential basis market share

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

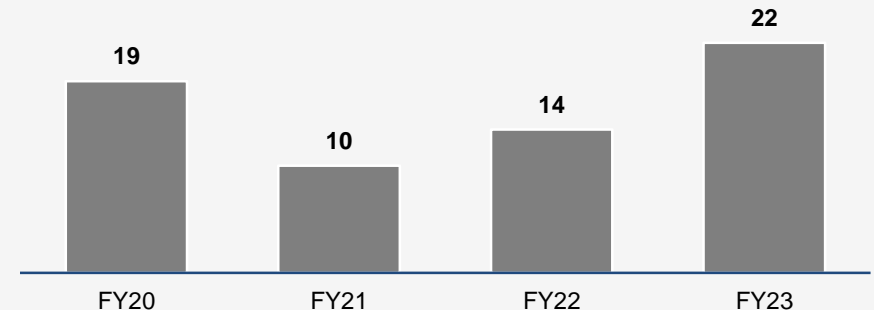
INR bn

- ✓ 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 near completion



Elevated Corridor work in full-swing

Airoli Tunnel Phase I to be operational in 1H2023

Upper Thane (UT)

UT approachability to improve sharply on de-congestion by Mahamarg



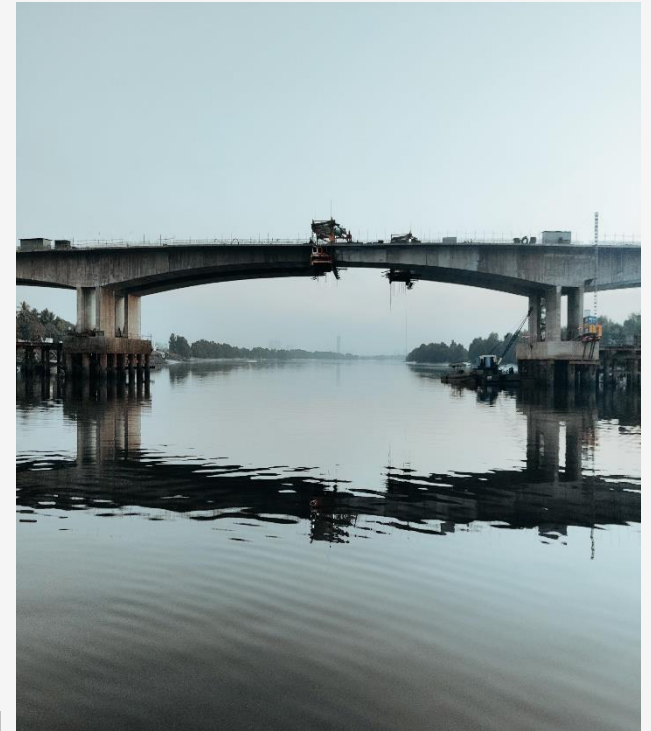
Ph1: Nagpur-Shirdi is live



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 1H2023

Guidance for FY24

INR bn

	FY23 Actuals	FY24 Guidance
Pre-Sales	120.6	145
Operating Cashflow	56.6	~ 60
New Project Additions	198.0	175+
Net Debt	70.7	Continued reduction, below ceiling of 1x Net Debt:Operating Cash flow and 0.5x Net Debt:Equity

Moderate OCF growth on lower share of RTMI sales & strategic decision to own (not sell) high quality annuity assets

Pro-forma P&L (basis operating performance)

Particulars	FY23		FY24E		YoY Growth
	INR Bn	%	INR Bn	%	%
Pre-sales	120.6		145.0		20%
Embedded EBITDA	38.6	32%	43.5	30%	13%
D&A	0.9		1.0		
Finance Cost	10.0		7.5		
PBT	27.7	23.0%	35.0	24.1%	
Taxes (assumed rate: 25.2%)	7.0		8.8		
PAT	20.7	17.2%	26.2	18.1%	26%
RoE	~16.7%		~19.6%		

Increasing share of JDA to stabilize margin at ~30%

On declining trajectory

Achieving targeted RoE of ~20% basis operating performance

Strong launch pipeline for FY24 and more to be added during year

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	3.5	22.8	2
Eastern Suburbs	JDA	1.3	21.8	4
Eastern Suburbs	Own	0.3	3.8	1
Western Suburbs	JDA	0.6	8.1	2
Pune	Own	0.6	6.1	2
Pune	JDA	1.8	13.5	3
Thane	Own	1.2	12.6	3
Bangalore	JDA	0.7	5.5	1
		10.6	129.4	20

FY23 – 3.1 msf launched out of 14 msf of new projects added in the same year; FY24 launch pipeline above to increase in similar manner; targeting two launches in Bangalore in FY24



03 Performance Update

Operational Performance

INR bn

■ For Sale ■ Others*



Financial Performance (1/2)

✓ Constraints of Ind-As:

- Revenue recognition limited to projects which are completed (OC received) in each quarter and hence, variability is high
- SG&A costs booked as per existing period expenses leading to increased impact on profitability in growth phase

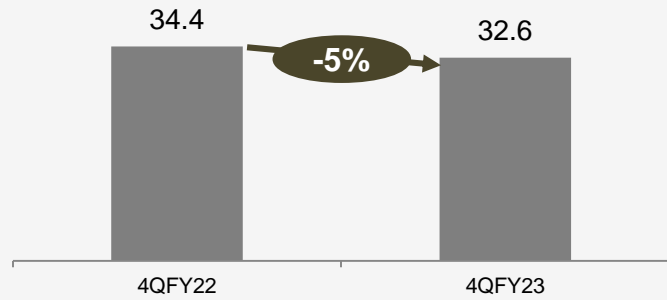
We believe, our operating KPIs (slide 5) and Pro-forma financials (slide 26) are the right metrics for purpose of evaluating our performance across periods

✓ 4QFY23 performance:

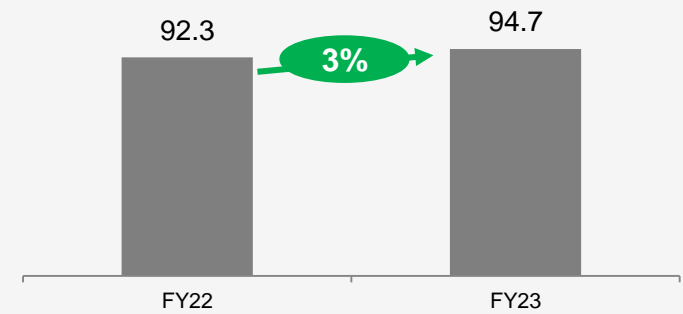
- **Revenue recognition** affected by quarterly variation of Occupation Certificates received and higher contribution of affordable & mid-income segment; Pre-sales better indicator of underlying revenue strength
- Lower **Adj. EBITDA Margin** on account of period's overhead costs being in-line with strong Operating performance compared to corresponding quarter of FY22

Financial Performance (2/2)

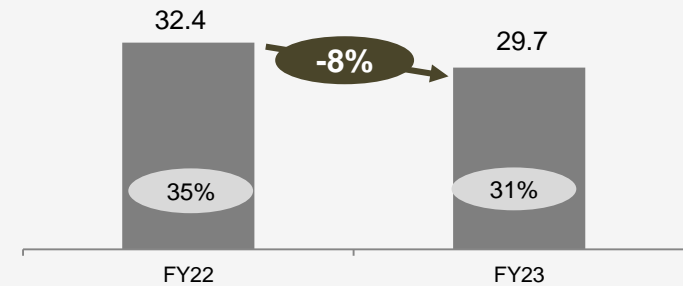
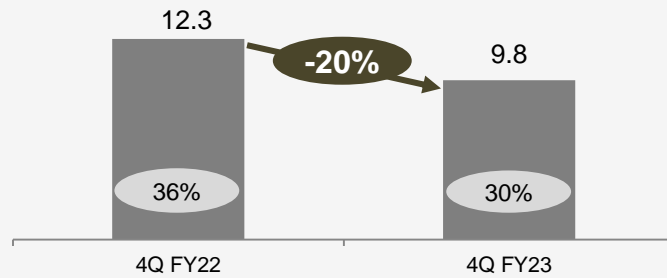
INR bn



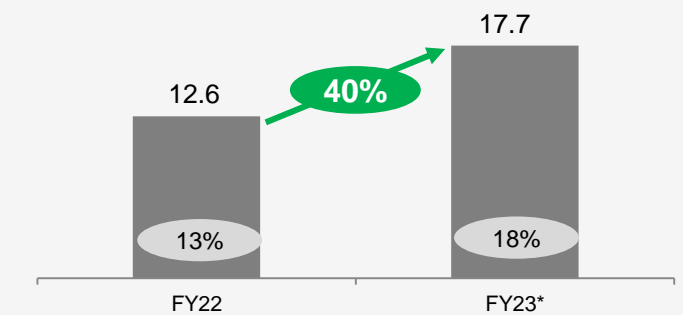
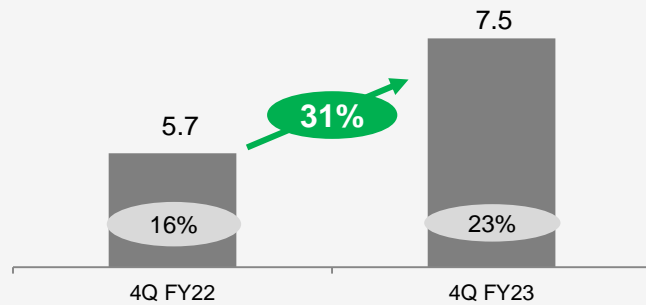
Revenue



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

Micro-market performance for 4QFY23

INR bn

Micro-markets	Pre-Sales [#]	Average Sales Price (INR psf)	Collections [*]	Construction spends	Area Completed (Mn. sq. ft.)
South & Central	8.6	38,841	9.3	1.9	0.2
Thane	3.6	10,039	4.3	1.9	1.4
Extended Eastern Suburbs	5.8	6,274	7.5	4.0	1.5
Western Suburbs	3.8	17,944	2.6	0.5	0.3
Pune	2.5	7,955	2.2	0.6	-
Eastern Suburbs	4.9	20,433	1.7	0.5	-
Extended Western Suburbs	-	-	0.2	0.2	-
Offices & Retail (for rent)	0.9	-	0.9	0.1	-
Digital Infrastructure	-	-	0.2	-	-
Land Sales & Tenancy	0.3	-	0.4	-	-
Total	30.3		29.3	9.6	3.4

Micro-market performance for FY23

INR bn

Micro-markets	Pre-Sales [#]	Average Sales Price (INR psf)	Collections [*]	Construction spends	Area Completed (Mn. sq. ft.)
South & Central	39.1	36,871	36.3	8.0	0.5
Thane	12.6	10,266	17.6	6.1	1.8
Extended Eastern Suburbs	22.6	6,271	22.3	13.4	5.3
Western Suburbs	13.7	15,739	7.7	2.1	1.1
Pune	11.3	7,394	7.8	1.7	-
Eastern Suburbs	12.3	17,582	3.9	1.2	-
Extended Western Suburbs	0.8	8,789	1.2	0.6	-
Offices & Retail (for rent)	1.5	-	2.3	0.2	0.6
Digital Infrastructure	4.5	-	4.6	-	-
Land Sales & Tenancy	2.3	-	2.4	-	-
Total	120.6		106.1	33.3	9.3

Launches in 4QFY23

Micro-market	Own/ JDA Project	Area (Mn .Sq.ft)	Est. GDV (INR bn)	Est. OC
Eastern Suburbs	JDA	0.7	16.1	FY27
South & Central Mumbai	JDA	0.5	13.5	FY27
Western	JDA	0.4	7.0	FY26
Pune	JDA	0.9	6.6	FY27
Extended Eastern Suburbs	Own	0.6	3.9	FY26
Thane	JDA	0.4	4.5	FY27
Thane	Own	0.2	2.1	FY27
Total – 4QFY23		3.7	53.7	

Launches in FY23

Micro-market	Own/ JDA Project	Area (Mn .Sq.ft)	Est. GDV (INR bn)
South & Central Mumbai	Own	0.9	45.5
South & Central Mumbai	JDA	1.2	33.5
Eastern Suburbs	JDA	1.7	31.4
Extended Eastern Suburbs	Own	3.0	18.4
Pune	JDA	2.0	15.1
Pune	Own	0.1	1.0
Western	JDA	0.5	8.6
Thane	Own	0.6	6.1
Thane	JDA	0.4	4.5
Total		10.3	164.1

Business Development: Twelve projects added in FY23

INR bn

Micro-market	Saleable Area (msf)	Est. GDV	Est. Launch/ Launched
MMR – Eastern Suburbs	1.7	43.0	FY23#
Pune – North West	3.3	26.0	FY23#
MMR - South Central	0.5	24.0	FY24
Pune – North East	2.6	20.0	FY23#
MMR – Eastern Suburbs	1.5	20.0	FY24
MMR – Western Suburbs	0.8	12.5	FY23#
Bangalore – North	1.3	12.0	FY24
MMR – Eastern Suburbs	0.4	11.0	FY24
MMR – Eastern Suburbs	0.4	11.0	FY24
MMR – Thane	0.7	8.0	FY24
MMR – Thane	0.5	6.5	FY23#
Pune – Central	0.2	4.0	FY24
FY23	14.0	198.0	

Micro-market supply overview

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	25.3	34.5	81.5	0.3	0.5	0.9	0.8	-
Thane	10.2	3.1	27.9	1.2	-	3.6	0.1	-
Extended Eastern Suburbs	22.3	24.1	38.8	3.5	-	46.3	-	4,000+
Western Suburbs	7.0	2.8	9.4	-	0.6	-	0.8	-
Pune	9.2	1.2	12.9	0.6	1.8	0.1	2.2	-
Eastern Suburbs	10.1	-	27.6	0.3	1.3	1.2	2.6	-
Extended Western Suburbs	1.5	-	0.7	-	-	-	-	-
Bangalore	-	-	-	-	0.7	-	0.6	-
Offices & Retail (for rent)	0.2	31.2	2.5	-	-	7.2	-	-
Digital Infrastructure*	0.2	-	300 acres	-	-	-	-	-
Land Sales & Tenancy	0.2	-	-	-	-	-	-	-
Total	86.2	96.8	201.2 + 300 acres	5.8	4.8	59.3	7.2	4,000+

Market wise completion plan for ongoing 'for sale' projects

Mn.sq ft.

Revenue recognition for the period

=

New sales from ready unsold Inventory

+

Sales from under-construction project obtaining OC during the period

+

Sale of annuity assets

+

Sale of Land



Business	Total area under construction	Sold/ Unsold*	FY24		FY25		FY26		>= FY27	
			Own	JDA	Own	JDA	Own	JDA	Own	JDA
South & Central Mumbai	3.22	Sold	0.20	-	0.16	-	0.13	-	-	0.07
		Unsold	0.17	-	1.10	-	0.27	-	-	1.12
Thane	5.33	Sold	1.39	-	0.63	-	0.51	-	0.10	0.03
		Unsold	0.04	-	0.50	-	0.31	-	1.48	0.33
Extended Eastern Suburbs	11.54	Sold	2.82	-	2.02	-	0.64	-	0.14	-
		Unsold	0.60	-	1.06	-	0.42	-	3.83	-
Western Suburbs	1.34	Sold	0.11	0.09	0.02	0.38	-	0.14	0.04	0.03
		Unsold	0.02	0.02	0.06	0.07	-	0.22	0.06	0.08
Eastern Suburbs	2.18	Sold	-	-	-	0.09	-	0.33	-	0.34
		Unsold	-	-	-	0.07	-	0.27	-	1.08
Pune	3.56	Sold	0.02	0.53	0.29	0.31	0.00	0.58	0.06	0.10
		Unsold	0.10	0.04	0.25	0.08	0.12	0.33	0.49	0.26
Extended Western Suburbs	0.40	Sold	-	-	0.32	-	-	-	-	-
		Unsold	-	-	0.08	-	-	-	-	-
Total	27.57	Sold	4.54	0.62	3.44	0.78	1.29	1.05	0.34	0.57
		Unsold	0.93	0.06	3.05	0.22	1.12	0.82	5.86	2.87

FY26 will see completion of a portion of projects getting launched in FY24 (10.6 msf)^

Recurring Cash-flow generation through land monetization

INR bn

	Jan 21 to Mar-23	FY23
For Digital Infra use	8.8	4.6
JVs/Platform	4.6	2.6
Outright	4.2	2.0
For other uses	5.8	2.4
Total	14.6	7.1

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



Financial highlights for 4Q FY23

INR bn

Particulars	4QFY23	4QFY22	Growth %	FY23	FY22	Growth (%)
Revenue	32.6	34.4	-5.5%	94.7	92.3	2.6%
Adj. EBITDA [^]	9.8	12.3	-20.5%	29.7	32.4	-8.4%
Adj. EBITDA (%)	30.0%	35.7%	-570bps	31.4%	35.1%	-370bps
Adj. PAT [*]	7.5	5.7	31.3%	17.7	12.6	40.1%
Adj. PAT (%)	22.9%	16.3%	+660bps	18.2%	13.2%	500bps
Networth	127.2					
Net D/E (x)	0.56					

Consolidated Summary Balance Sheet

INR bn

ASSETS	As at 31-Mar-23	As at 31-Mar-22
Tangible Assets	13.0	13.8
Intangible Assets	5.3	5.4
Investments	2.4	5.7
Loans	11.5	31.7
Inventories	301.2	273.6
Trade Rec. (Incl. accrued rev.)	12.4	17.0
Cash and Bank Balances	19.3	14.3
Other Financial Assets	10.7	6.7
Non-Current Tax Assets	2.9	3.3
Deferred Tax Assets	2.4	0.7
Other Assets	10.4	12.4
Total Asses	391.5	384.8

EQUITY AND LIABILITIES	As at 31-Mar-23	As at 31-Mar-22
Equity Share Capital	4.8	4.8
Other Equity	121.8	116.2
Non-Controlling Interests	0.6	0.6
Total Equity	127.2	121.6
Borrowings	90.5	115.4
Trade Payables	21.0	15.1
Other Financial Liabilities	45.6	23.8
Provisions	0.3	0.2
Current Tax Liabilities (Net)	0.4	0.0
Deferred Tax Liabilities (Net)	0.3	1.9
Other Liabilities	106.3	106.8
Total Liabilities	264.3	263.2
Total Equity and Liabilities	391.5	384.8



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 2035 - gain global sustainability leadership
- Conducted gap analysis basis rating by Global ESG benchmarks (S&P, Sustainalytics, GRESB), to continue improving
- 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

Recent additions to management team

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



- ✓ Among the top ~1% of the 867 global real estate companies with a score of 75 out of 100, **sharp improvement** vs 2021 (top ~13% percent)
- ✓ Featured in the S&P Global Sustainability Yearbook

- ✓ Received 5-star rating with a score of 95/100 in the category “Residential: Multi-family: High-rise”, ranked 3rd in Asia in the GRESB Development Benchmark
- ✓ Received 4-star rating with a score of 83/100 in the category “Diversified – Office/ Retail”, ranked 11th in Asia in the GRESB Standing Investments Benchmark



- ✓ Received an ESG Risk Rating of 13.8 and was assessed to be at low risk of experiencing material financial impacts from ESG factors
- ✓ Amongst the top 7% of 15,300 companies globally rated by Sustainalytics; Ranked 9th in the real estate development subindustry globally

- ✓ Ranked 4th **among the 50 keystone buildings sector companies** globally in the first **WBA Buildings Benchmark**
- ✓ Included in the **WBA's SDG2000 list** as one of **2,000 companies** who have the most influence on achievement of UN SDGs by 2030



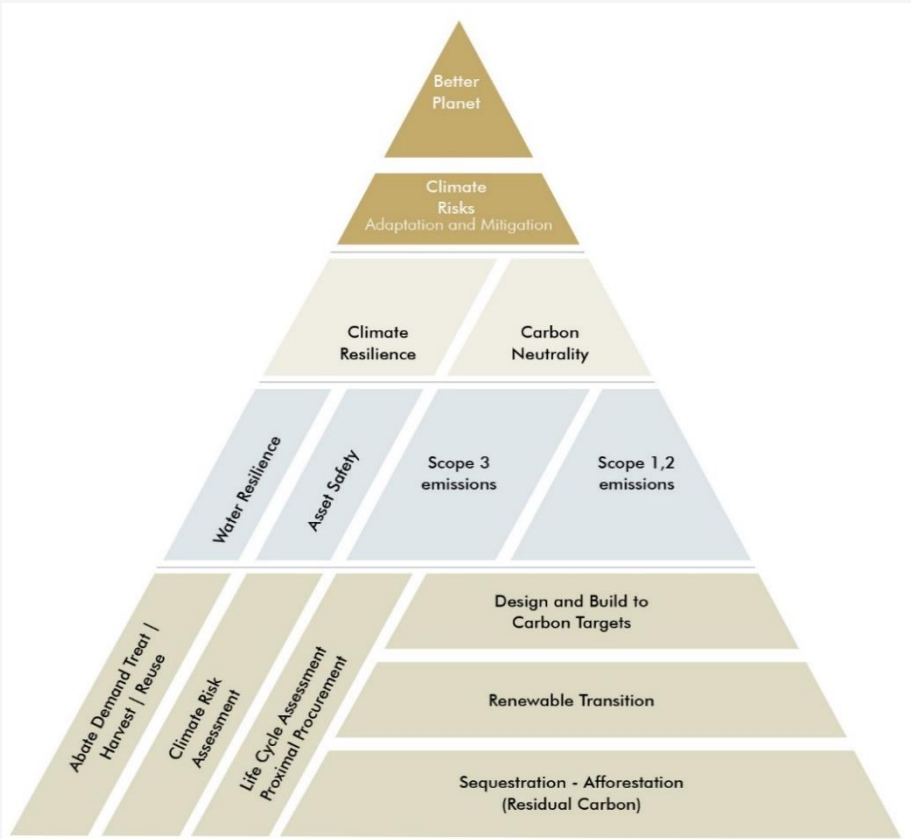
Strategy to achieve the overarching ESG Goals


Overarching Goals


Environmental Strategy


Be resilient to climate change while not contributing to global warming


Achieve Carbon Neutrality in operations (Scope 1, 2) by 2035 or before; Align Scope 3 emissions reduction roadmap with 1.5 °C ambition




- 

Lodha Net Zero Urban Accelerator in partnership with RMI aims to craft & deliver innovative initiatives towards **Lodha's net zero commitment**, using Palava as a city-scale living laboratory; **Joined 'Build Ahead' coalition launched by Xynteo** to accelerate use of low-carbon building materials
- 

Renewable Energy: Transitioning 100% of energy used on our construction sites and assets from renewable sources through on-site generation and off-site energy purchase
- 

Water & Waste Management: 100% waste water at all our projects is getting treated through STPs; **100% wet garbage** at all our projects is getting composted through organic waste composters or biomethanation plants
- 

Certified Green Buildings: Founding member of **IGBC** and member of **USGBC**; Our certifications include – IGBC [**Green Homes, Green Affordable Housing, Green Residential Societies, Green Logistics Park & Warehouses, Net Zero Energy (design)**], **LEED BD+C:Core & Shell**
- 

Green Mobility: Partnered with **TATA Power** to provide EV charging infrastructure – **97 chargers installed across our sites**; Partnered with **TILT** to promote use of shared bicycles

Green Certification received for ~24 million sqft across projects and process ongoing for ~21 million sqft across 19 residential projects
 ~3 MWp of Power Purchase Agreements signed across several projects

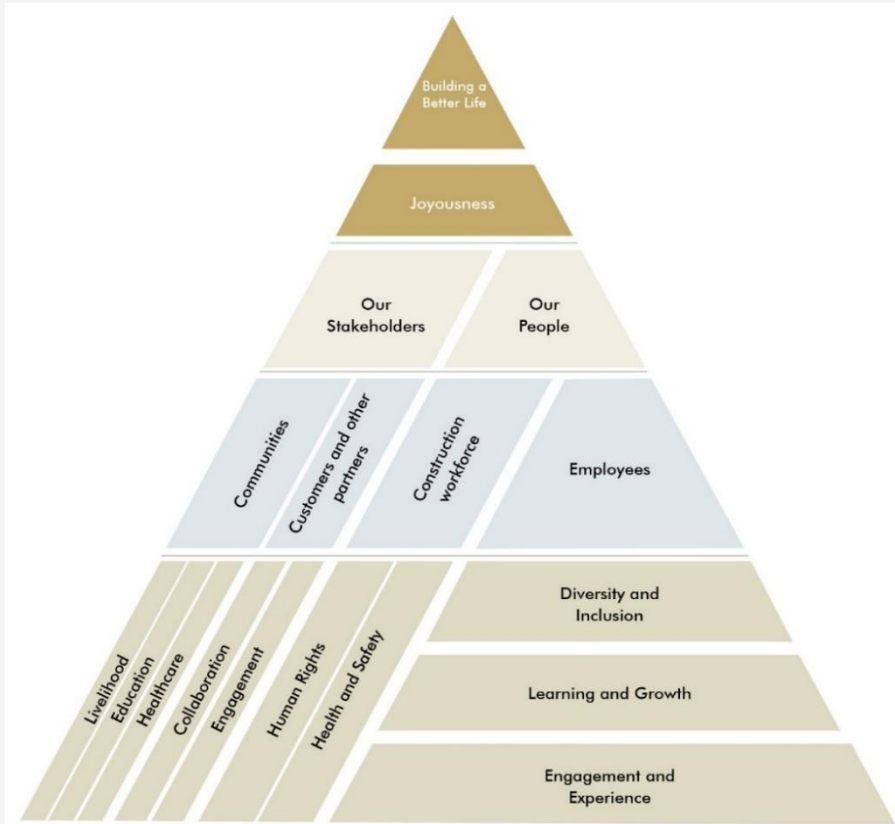
Strategy to achieve the overarching ESG Goals

Overarching Goals

Social Strategy

Create a more diverse & inclusive workforce, with a workplace gender diversity ratio of 44% by 2027[^]

Zero-fatality, zero hospitalisation and lowest LTIFR in the industry; Education, healthcare and livelihood for our communities



Lodha Genius – a country-wide initiative to support the best and brightest minds through **scholarships, mentoring & development** programs; providing **Quality Education** to students at 7 Lodha schools



Enabling Livelihood: Lodha Unnati - Develop women-only job hubs within 20 min walk from our affordable housing developments that provide skilling and job opportunities



Empowering our Talent: Instituted various rewards under our flagship initiative '**Lodha Associates Celebrate Excellece**' (LACE); programs like **Lodha KAG** and **EXCEL at Lodha** to nurture future leaders



Quality Healthcare: Deployed mobile medical clinics that deliver quality **medical services to community members** at their doorstep, set up **COVID care centres**, organised **awareness campaigns** to promote sanitation & hygiene



Our People: Women form **27%[^] of employee strength**, including **11% in top leadership**; **Lost time injury frequency rate (LTIFR)** at 0.097* with **safety training man-hours** count > **57,000** for FY23

Featured in three categories in the prestigious Great Manager Awards 2022 by People Business in association with Economic Times
 Received two awards at the World HRD Congress – National best Employer Brand 2022 and Top 50 Happy Company to Work for
 Awarded Best Organisations for Women 2023 by Economics Times

Strategy to achieve the overarching ESG Goals

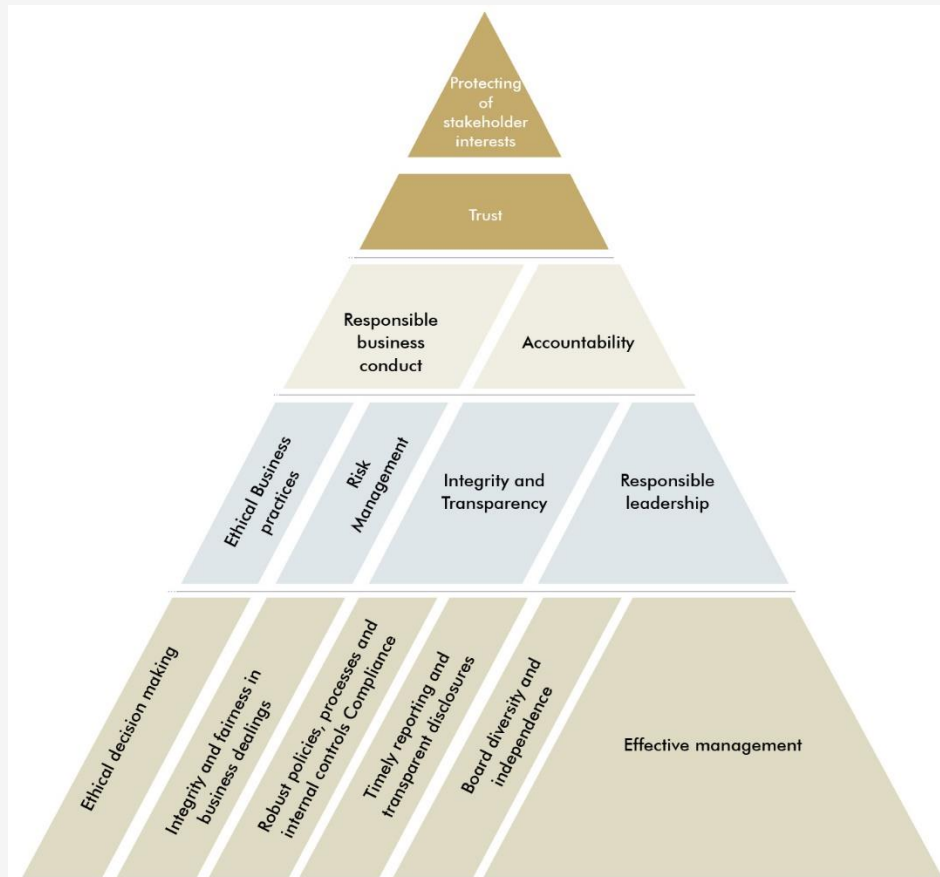
Governance Strategy

Overarching Goals

Strong board with diverse experiences to guide management through the business cycles

Meet expectation of diverse set of stakeholders through deeper engagement, transparent communication & ethical business conduct

Strong risk management framework



Strong Board with diverse experience: A strong board with **55% Independent Directors** and **two women directors**; **ESG Committee** at the board headed by an Independent Director



Reporting & Disclosures: Published our first **Annual Integrated Report for FY22**; Created best in class disclosure standards in Real Estate Industry – appreciated by stakeholders



Risk Management Framework: Strong risk management framework, based on three pillars – **business risk assessment, operational control assessment and policy compliance**



Robust Policies, processes and internal controls: We seek to promote and follow the highest level of ethical standards in our business transactions. The policies are reviewed and updated from time to time to incorporate changes in law and to keep abreast of the best global governance practices

World Towers

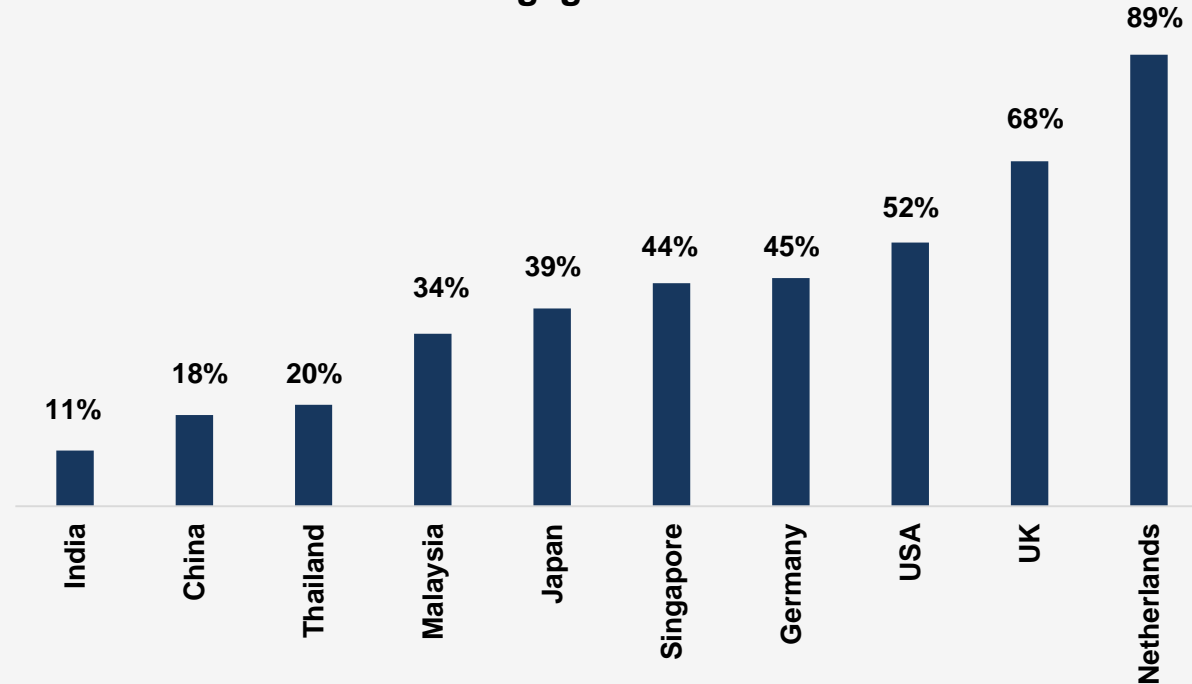
ABOVE IT ALL

06 Annexure

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 Mar'23	
		% Change	Weighted Impact	% Change	Weighed Impact
Steel	12.9%	35.1%	4.5%	12.7%	1.6%
Flooring Tiles	5.0%	23.9%	1.2%	15.3%	0.8%
Electrical/Plumbing	11.8%	10.1%	1.2%	7.3%	0.9%
Labour	34.4%	3.0%	1.0%	4.3%	1.5%
External Windows	3.9%	21.9%	0.8%	8.6%	0.3%
RMC + Cement	11.0%	6.7%	0.7%	12.1%	1.3%
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%	29.9%	1.1%
Overall			~13.7%		~11.6%

Construction cost increase since 1st April 21 at ~6% 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

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

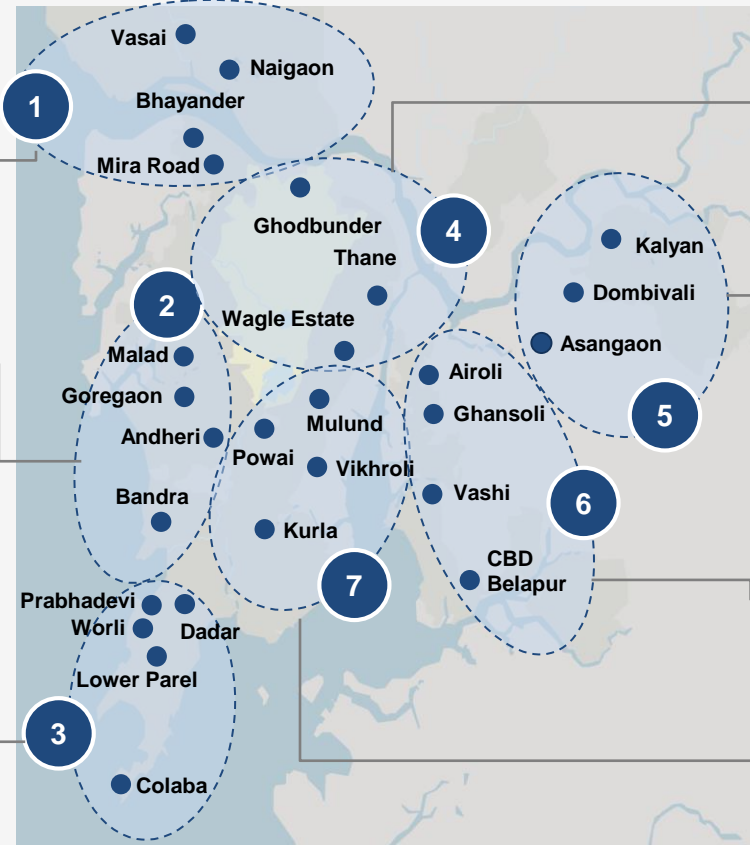
Market leading position in most micro-markets, with potential for growth in other regions

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 3 projects with GDV of INR 32bn	
Absorption: INR 170bn	

3. South Central Mumbai	
Developer	Market share (%)
1 LODHA	33.9%
Second	13.4%
Third	9.9%
Added 4 projects with GDV of INR 75bn	
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	

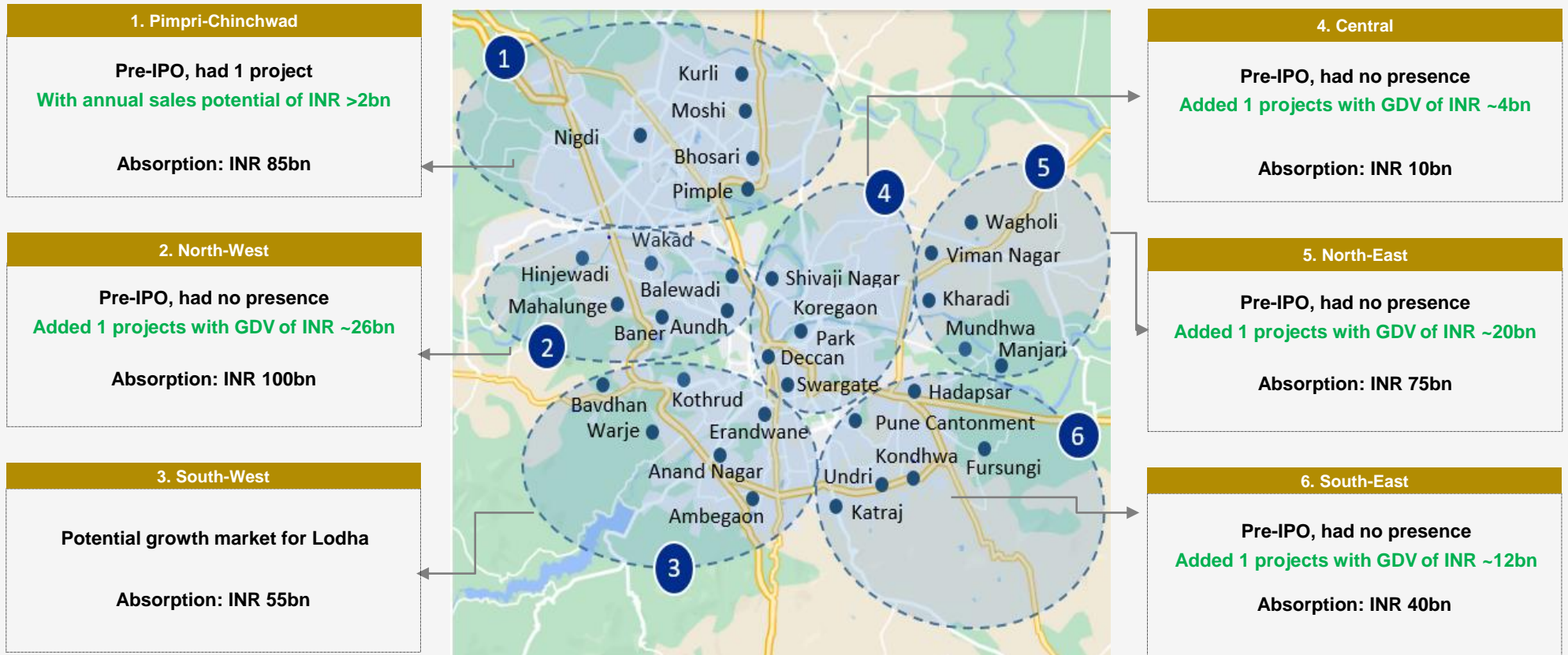
6. Navi Mumbai	
Potential growth micro-market for Lodha	
Absorption: INR 111bn	

7. Eastern Suburbs	
Pre-IPO, had no presence	
Added 9 projects with GDV of INR ~150bn	
Absorption: INR 173bn	

Tied up INR ~270bn of GDV and development potential of ~14 msf across 18 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

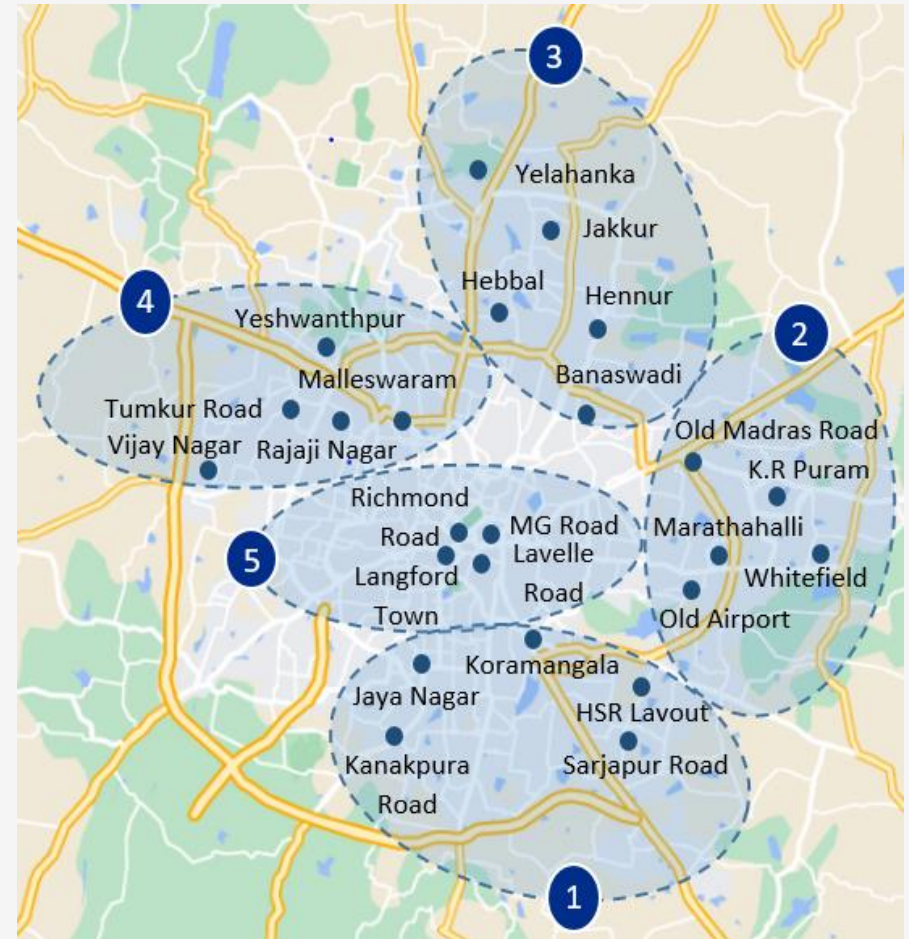
...will contribute to growth in a sustainable manner

- ✓ 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 ~6.2bn in ~19 months (~70% of launched inventory)
 - Giardino at Kharadi (North-East) in Nov-22, sold INR ~5.5bn in ~5 months(~68% of launched inventory)
 - Panache at Hinjewadi (North-West) in 2nd half of March-23, seeing good traction
- ✓ 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 first project through JDA with development potential of ~1.3 msf and GDV of INR 12bn
- ✓ Targeting two launches in FY24
- ✓ Creating dedicated team with local capability based in Bengaluru
 - Mr. Rajendra Joshi, CEO (ex-Brigade, Residential Head) to lead
- ✓ Focus on gradual growth focused on capital light JDA model

Key affordable & mid-income projects delivered

Unique ability to create destinations



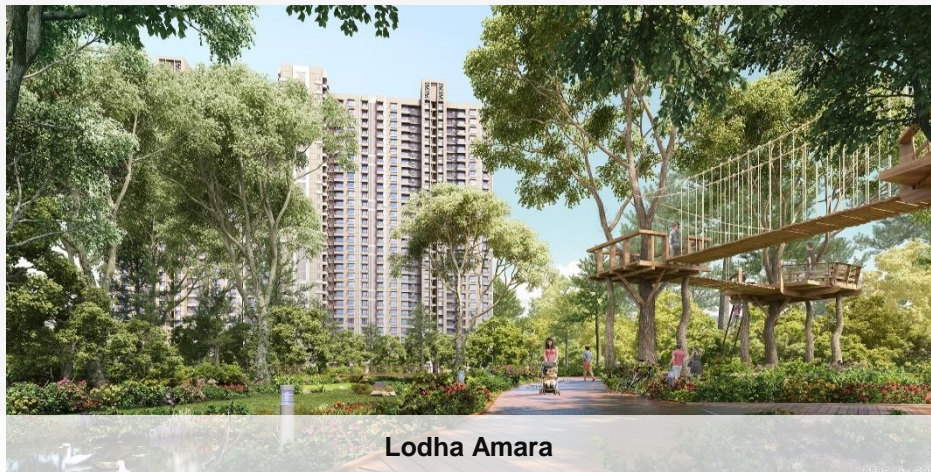
Lodha Upper Thane



Lodha Belmondo



Lodha Splendor



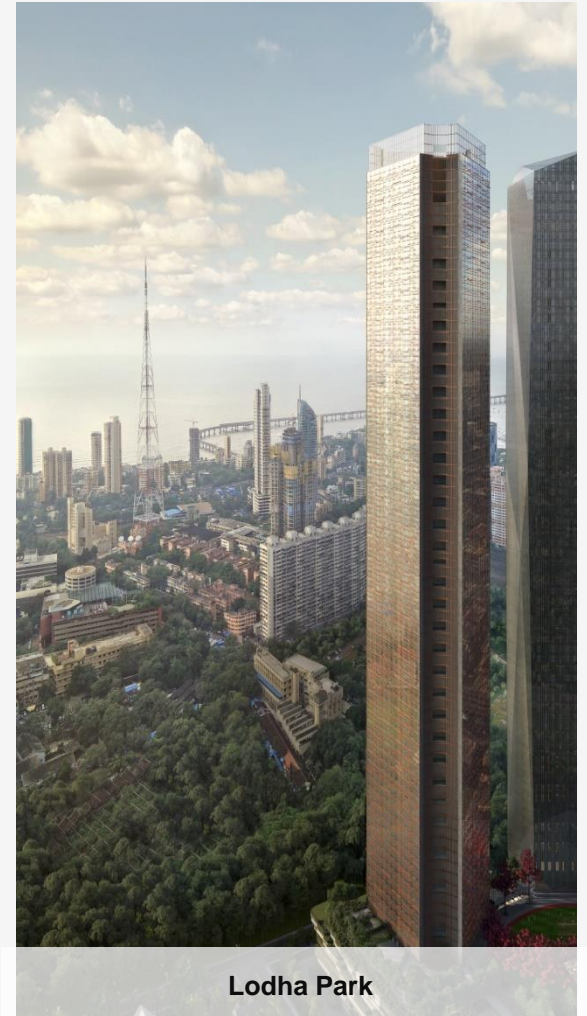
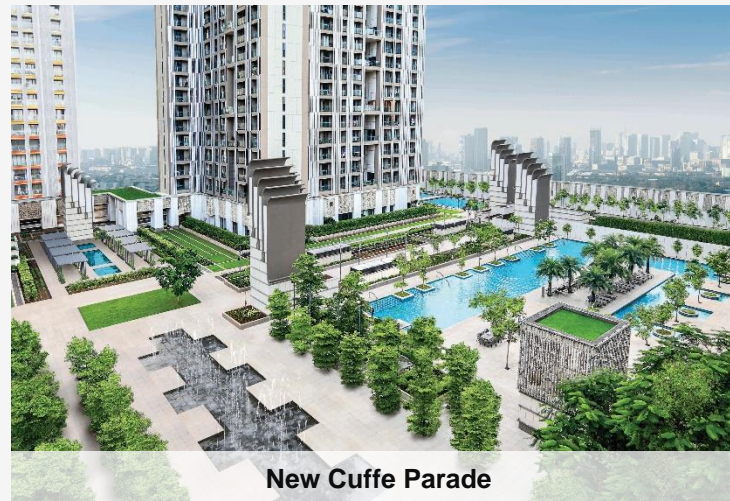
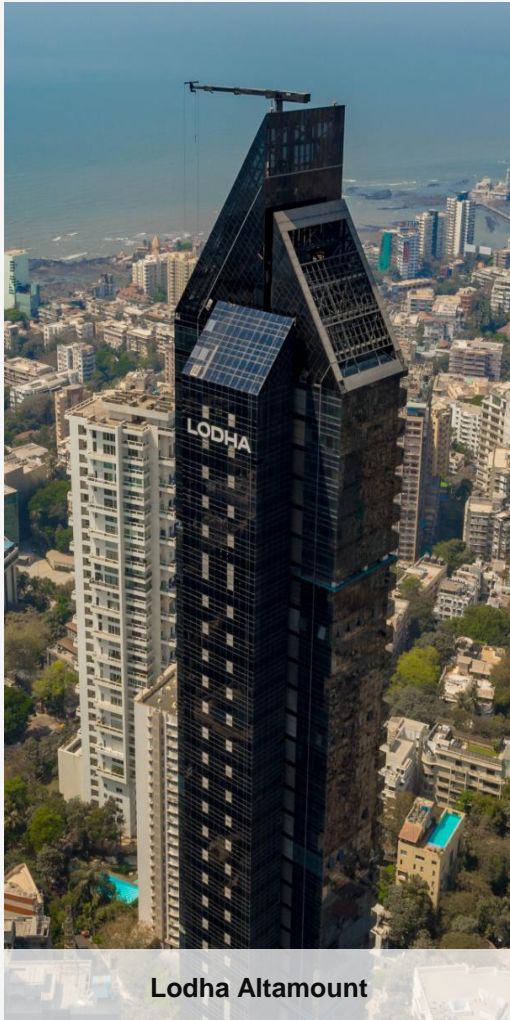
Lodha Amara



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