

July 25, 2022

The Listing Dept.,
BSE Limited
Corporate Relationship Department
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400001

The Listing Dept.
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G
Bandra Kurla Complex
Bandra (E), Mumbai – 400 051

Scrip Code: **543287** Scrip ID:-**LODHA**

Trading Symbol : **LODHA**
Debt Segment - **DB - LDPL23**

Dear Sir/Madam,

Sub: Investor Presentation

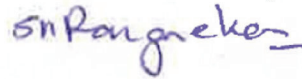
We enclose herewith investor's presentation on the Unaudited Financial Results for the quarter ended June 30, 2022.

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 truly,
For Macrotech Developers Limited



Sanjyot Rangnekar
Company Secretary & Compliance Officer
Membership No. F4154



Encl:- A/a



Investor Presentation

First Quarter FY2023

25th July 2022

INDEX

	Page No
Highlights	4
Performance Update	21
Financials	24
Company Overview	30
Annexure	38



Lodha – India's leading real estate developer



Leading Residential Platform

India's Largest Real Estate Developer[^]

- **INR ~500bn** of cumulative sales in the last seven fiscal years
- Cumulative collections of **INR ~535bn (107% of sales)** during the same period
- **>60%** sales from affordable and mid-income

Focus on 2/3rd of the Indian residential market (by value; top-7 cities)

- ~10% market share in MMR
- Growing presence in Pune
- Entered Bangalore

Operational Excellence & Strong Brand

- **High quality** management
- One of the **lowest construction costs**:
 - Largest scale of construction spend
 - Amongst only engineering led and engineering focused RE companies
 - No margin leakage to GC
- Strong focus on **sustainable development**
- ~86 msf developable area – completed
- ~100 msf developable area – ongoing & planned

Strong Financial Profile

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

- Adj. EBITDA margin of ~35%
- PAT margin of ~13%
- RoE - Targeting ~20% by FY 26

Dividend Policy: 15%-20% of PAT; starting for the year FY23

Asset light growth strategy

- Leveraging our leadership position to become a partner of choice for landowners through JV / JDA Projects
- Signed 14 JDA Projects in MMR, Pune & Bangalore with GDV of INR ~208bn since IPO, pipeline continues to remain strong

Annuity like cashflow from townships

- ~900 acres strategic land reserves with developable area of ~75msf (+ ~3500 acres land for digital infrastructure parks)
- Average collections** of INR ~20bn

Targeting sustainable net debt < 1x annual Operating Cash flow

- Net debt of INR ~8,856 crores (Q1 FY23); achieve this objective in next 4 quarters

Multiple Growth Drivers

Working towards predictable growth of 20%+ p.a. in pre-sales

- Significant beneficiary of flight to quality – home buyers & land owners
- Room to grow to 15%+ share in MMR, Pune & BLR - markets with overall sales of ~INR 1,750bn (FY22)

Annuity cashflow stream through capital light Digital Infrastructure (DI) platform

- Pan-India platform with Bain Capital and Ivanhoe Cambridge
- Continued monetization of land at townships (also creating residential demand)

Developing Digital Services Business to generate recurring income by serving


- Serving wider gambit of owners' need through 'near commerce' and real estate lifecycle services
- To generate high RoE recurring fee income



01 Highlights

4 KPIs to assess performance of housing business

Pre-sales

- ✓ INR 2,814 crores,  194% YoY, best ever 1Q performance
- ✓ Delivered 75% of growth in Q1 itself (INR 1,857 crores out of INR ~2,500 crores of growth required to meet INR 11,500 crores FY23 pre-sales target)

Operating Cashflow

- ✓ INR 1,351 crores

Business Development

- ✓ Added 3 JDA projects - 5.1 msf & INR ~6,200 crores GDV across MMR, Pune & Bangalore
- ✓ Entered Bangalore market, signed first JDA - ~1.3 msf & INR 1,200 crores GDV

ESG Updates

- ✓ Expanded board with induction of Mr Rajeev Bakshi (Ex- Pepsico, Cadbury Schweppes) as an Independent Director
- ✓ Dividend distribution policy: 15%-20% of PAT starting for the year FY23

Operating performance at a glance

Pre-sales

INR 2,814 crores

↑ 194% yoy

Collections

INR 2,616 crores

↑ 53% yoy

Sales-mix

65%

Of sales from affordable and mid-income projects

Price Growth

↑ **1.7%**

*Average price growth qoq across portfolio**

Launches

2.7 msf

Launches across MMR and Pune

Net Debt

INR 8,856 crores

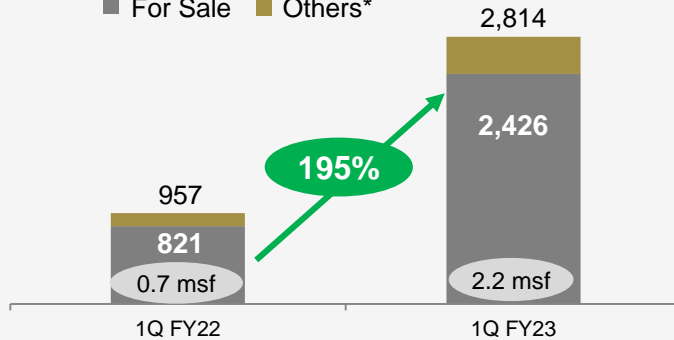
INR 444 crores reduction in 1QFY23; Exit cost of debt at 10.1%,

1QFY23 Performance

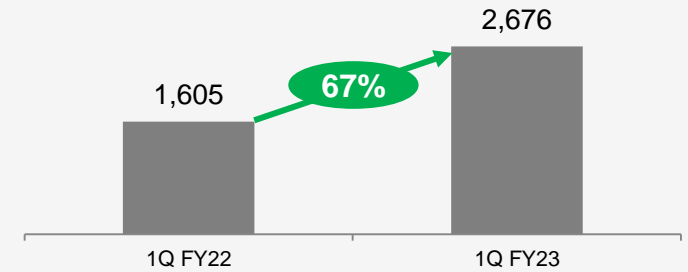
INR Cr

■ For Sale ■ Others*

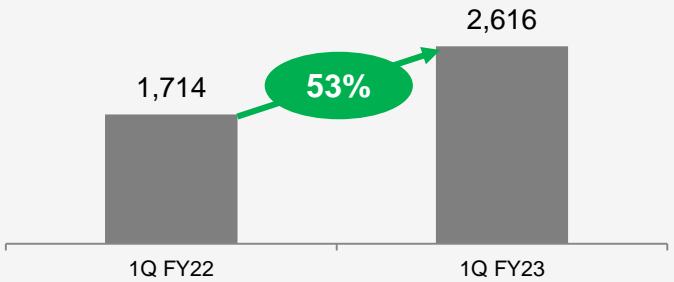
Pre-Sales



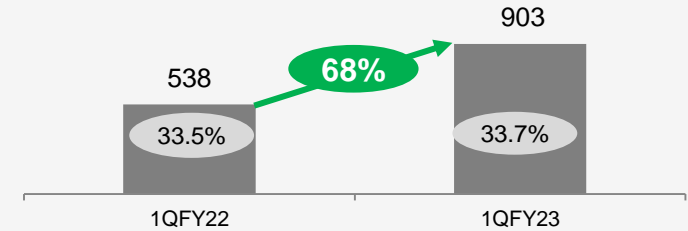
Revenue



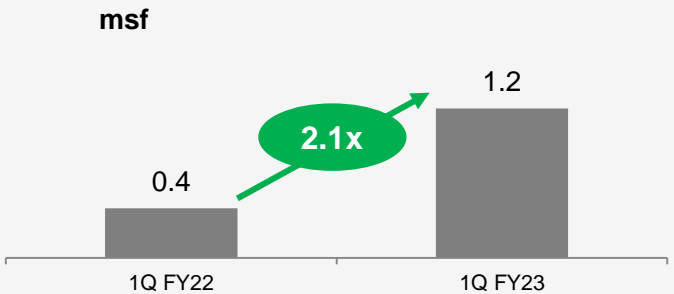
Collections



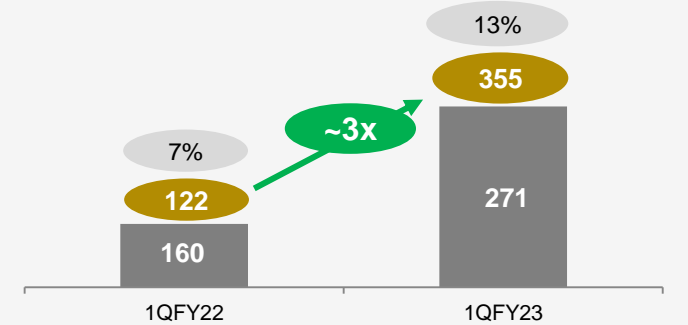
Adj. EBITDA



Completions



PAT



*Others include Digital Infra, land and rental asset sales

Adjusted EBITDA = After Grossing up of Finance cost included in cost of project and Forex gains/losses

Adjusted EBITDA margin / PAT margin (ex. Forex and Exceptional items) for the duration

XXX

PAT before impact of Forex and Exceptional Items

Guidance for FY23

INR cr

	FY22	FY23 Guidance	% growth	1Q FY23
Pre-Sales	9,024	11,500	27%	2,814
<i>For Sale</i>	8,443	10,500	24%	2,426
<i>Others*</i>	581	1,000	72%	389
Operating Cashflow	3,950	~ 6,000	~ 50%	1,351
New Project Additions	14,600	~15,000		6,200
Net Debt	9,309	~ 6,000		8,856

Delivered 75% of growth required to achieve FY23 pre-sales guidance in Q1 itself

New launches in 1QFY23

Micro-market	Own/ JDA Project	Area (Mn .Sq.ft)	Est. GDV (INR cr)	Est. OC	Remarks
South Central	Own	0.2	3,000	FY25	Lodha Malabar
South Central	Own	0.5	990	FY26	NCP – Aura
Extended Eastern Suburbs	Own	0.7	470	FY25	Premier / Palava
Extended Eastern Suburbs	Own	0.5	300	FY25	Upper Thane
Thane	Own	0.4	400	FY25	Crown Kolshet
Eastern Suburbs	JDA	0.2	390	FY26	Powai
Pune	JDA	0.2	110	FY26	NIBM
		2.7	5,660		

New launches for the rest of FY23

Micro-market	Own/ JDA Project	Area (Mn .Sq.ft)	Est. GDV (INR cr)	No of Projects
South Central	JDA	1.4	4,380	3
South Central	Own	0.3	950	1
Extended Eastern Suburbs	Own	2.6	1,580	1
Eastern Suburbs	JDA	0.8	1,400	2
Western Suburbs	JDA	0.8	1,020	2
Pune	JDA	1.4	1,000	2
Pune	Own	0.1	80	1
Thane	Own	0.5	550	2
Bangalore	JDA	0.7	550	1
		8.5	11,510	15

New Projects: Added three JDA projects in 1QFY23

INR Cr

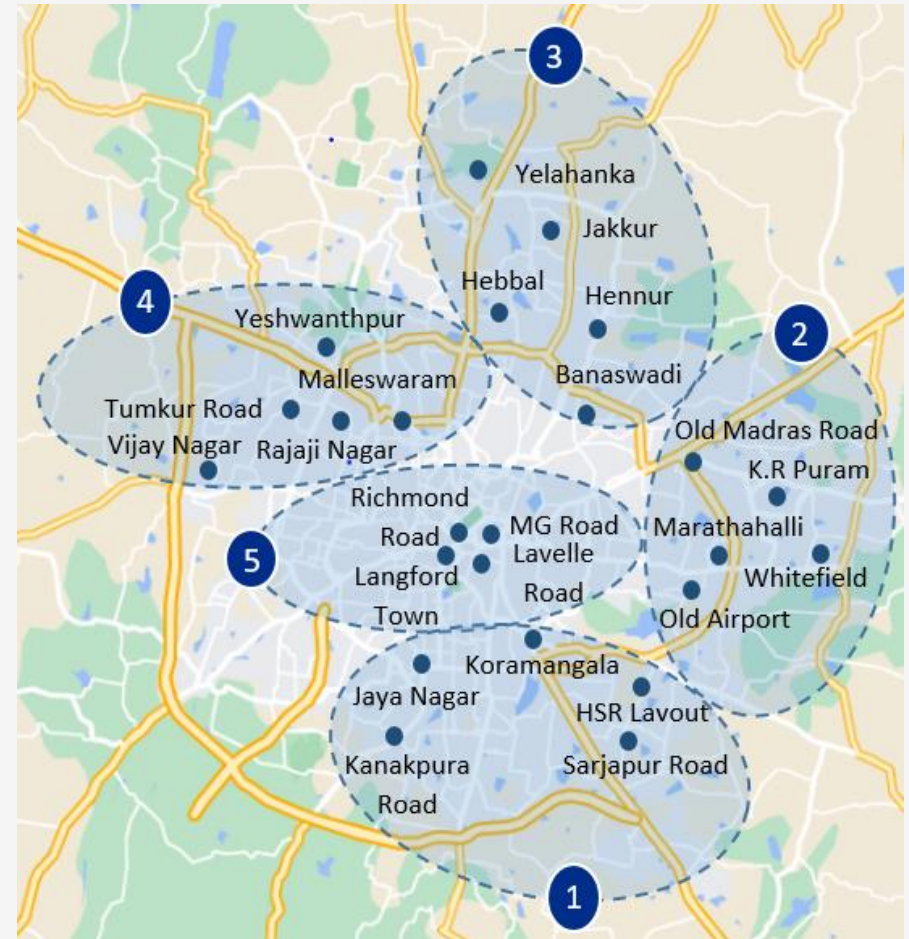
Micro-market	Saleable Area (msf)	Est. GDV	Lodha's Commercial interest	Launched/ Est. Launch
Signed in FY22	8.8	14,600		
<i>Already Launched</i>	2.3	2,750		
New Additions				
MMR - South Central	0.5	2,400	50% of Revenue	FY23
Pune – South West	3.3	2,600	75% of Revenue	Starting FY23
Bangalore - North	1.3	1,200	70% of Revenue	Starting FY23
1Q FY23	5.1	6,200		
Total	13.9	20,800		

Good visibility of new project pipeline to achieve guidance of ~INR 15,000 crores GDV in FY23

Entered Bangalore housing market...

Market size: INR ~40,000 crores

	Micro-market	Market Size (INR cr)
1	South	18,500
2	East	8,000
3	North	11,200
4	West	2,000
5	Central	300
	Total	40,000

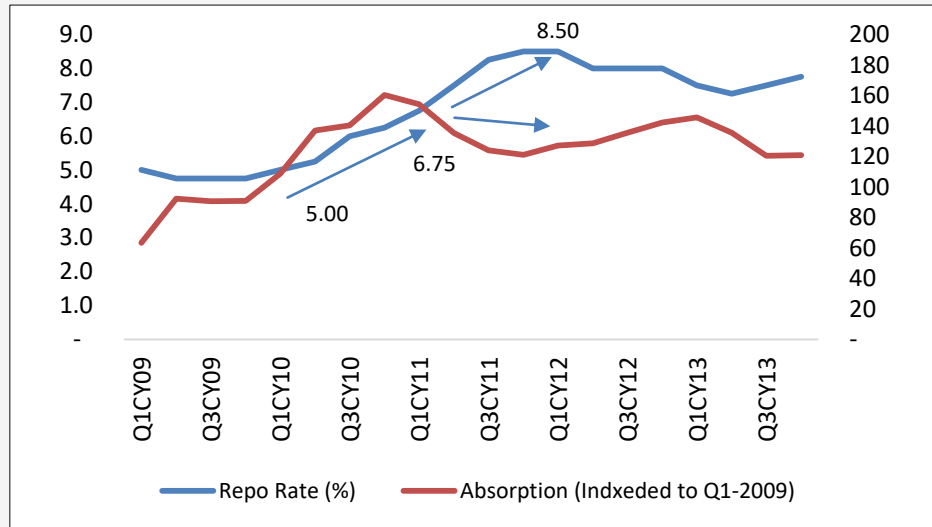


...strategic choice to ensure brand presence in market with good long-term prospects

- ✓ 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 1,200 crores, targeting launch in FY23
- ✓ Creating dedicated team with local capability based in Bengaluru
 - Appointed Mr. Rajendra Joshi as CEO (ex-Brigade, Residential Head) for the market
- ✓ Focus on gradual growth focused on capital light JDA model

Interest rate hike – Mitigation plan in place

Previous interest rate hike cycle: Absorption growth remains robust until ~175 bps of rate hike



- ✓ Housing demand not sensitive to modest increase in interest rate
- ✓ After first 12-24 months from home purchase, EMI becomes a 'non-issue' due to salary growth
- ✓ **Rolled out 'interest rate increase' absorption plan –increase in EMI due to increase in ROI beyond 6.99% to be borne by Lodha up till June 24. Max. increase borne by Lodha capped at 150 bps.**

Cost of the protecting against the interest rate increase is ~1.5% of capital value (annualized impact of <1% p.a.)

EMI for INR 1 lakh

Rate/Tenor	20 Years	25 Years
7.00%	775	707
7.50%	806	739
8.00%	836	772
8.50%	868	805

Capital value impact of absorbing increase in EMI for average 20 months

Rate	Absorption by Lodha	70% LTV		80% LTV	
		20 Years	25 Years	20 Years	25 Years
7.00%	0 bps	0.00%	0.00%	0.00%	0.00%
7.50%	50 bps	0.42%	0.45%	0.48%	0.52%
8.00%	100 bps	0.86%	0.91%	0.98%	1.04%
8.50%	150 bps	1.30%	1.38%	1.48%	1.58%

Commodity inflation moderating

Prices of key commodities

Commodity	Mar-21	Mar-22	Jun-22	% Change Jun-22 over Mar-22
Steel (ex-works) (INR/tn)	47,500	66,800	54,800	-18.0%
Bulk Cement (ex-GST) /50kg	270	325	350	7.7%
Copper (USD/lbs)	4.00	4.75	3.71	-21.8%
Aluminum (USD/T)	2,194	3,551	2,445	-31.1%

Construction cost decreased by 2.2% over Mar'22, bringing construction cost inflation since 1st April 21 to an annualized rate of ~9% p.a. (expected to continue moderating)

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



UK Investments

- ✓ Pre-sales of £ ~81mn in 1QFY23 (GSQ: £73mn, LSQ: £8mn)
- ✓ UK project net debt at £73 million on GSQ, entirely covered by balance collections of sold units
- ✓ USD bond partially (USD 170mn out of USD 225mn) pre-paid in Mar-22 from the GSQ sales proceeds; Balance USD 55mn to be pre-paid from already sold units
- ✓ **Surplus repatriation to India to start in FY23**



Dividend Policy

- ✓ Intend to pay 15%-20% of Consolidated PAT as dividend starting for the year FY23, subject to:
 - Net debt threshold of 1x Operating Cash Flow and any other leverage ratio as decided by the board
 - Investment needs to tie-up land through JDA or on out right basis in our target micro-markets
 - Requirement of higher cash buffer arising out of extreme macro conditions, if any

Digital Infrastructure: potential to generate significant recurring/annuity income

✓ Digital Infrastructure Platform

- Platform to invest > USD 1 billion to create pan-India presence in warehousing and light industrial parks
- Lodha to be operating partner and inject assets into the platform; first project at Palava on 110 acre land parcel
- Lodha will have growing fee income base as well as rental income in a capital light model.

✓ Palava Ecosystem: Economic activity ramping up, set to create virtuous cycle for resi. and Digital Infra. Notable transactions for the quarter:

- Completed transactions with global sportswear retailer Skechers to set up Asia's second largest fulfillment center spread over 1 msf area
- Sold ~5 acre land to a steel distributor to set up warehouse

✓ Significant traction seen from end users from diverse industries e.g. E-commerce, FMCG, Engineering Goods, Life Sciences, Building Materials, Cooling System Manufacturer, 3-PL etc

Commercial Rental Assets

One Lodha Place



iThink Thane



iThink Palava



Palava Mall



Area in msf

Location	Worli (World Towers)	Thane (Clariant Plot)	Palava (Office)	Xperia Mall*
Leasable Area^	0.75	0.13	0.58	0.42
Ready Area	OC received for significant part of building	0.13: Ready Area	0.15: Ready Area 0.43: Under development (Est. completion in FY23)	0.42: Ready Area
Leased Area	-	-	0.15	0.39
Annualized Rental Income (INR cr)	Expect rental inflows to start in FY23	Expect to be sold in FY23 (sold 0.05 msf in 1QFY23)	~ 7*	~ 40*

ESG: Our philosophy of Do Good, Do Well



Published our first [Integrated Annual Report FY22](#)



Expanded Board by inducting Mr. Rajeev Bakshi (Ex-Pepsico, Cadbury Schweppes) as an Independent director



Established Lodha Net Zero Urban Accelerator with technical support from RMI



Set an internal carbon price of USD40



G R E S B

Completed our maiden submission with GRESB for FY22



Invited to participate in S&P Global Corporate Sustainability Assessment for FY22, submission in progress



Committed to enhance gender diversity to 44% by 2027 (for non-construction)



Launching “Lodha Brain Gain” program: Committed to empower and support exceptional students to achieve their full potential



02 Performance Update

Micro-market performance for 1QFY23

INR Cr

Micro-markets	Pre-Sales	Average Sales Price (INR psf)	Collections	Construction spends	Area delivered (Mn. sq. ft.)
South & Central	855	34,214	911	231	-
Thane	428	10,291	490	138	-
Extended Eastern Suburbs	680	6,231	384	358	0.2
Western Suburbs	111	15,275	185	65	0.2
Pune	147	7,275	131	22	-
Eastern Suburbs	126	18,057	39	14	-
Extended Western Suburbs	79	8,765	57	17	0.5
Offices & Retail (for rent)	42		75	8	0.4
Digital Infrastructure	297		272	3	-
Others*	49		72	-	-
Total	2,814		2,616	857	1.2

* Others are land sales (other than industrial park)

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		
	INR Cr		Mn. Sq. ft.		Own Land	JDA Projects	Own Land	JDA Projects
South & Central	2,104	3,783	6,633	0.3	1.4	1.1	1.1	-
Thane	1,310	251	3,025	0.5	-	3.4	-	-
Extended Eastern Suburbs	2,285	1,494	4,620	3.5	-	42.9	-	~900
Western Suburbs	605	272	701	-	0.8	-	0.3	-
Pune	471	200	663	0.1	1.4	0.1	2.5	-
Eastern Suburbs	224	-	957	-	1.7	-	1.4	-
Extended Western Suburbs	234	-	77	-	-	-	-	-
Bangalore	-	-	-	-	0.7	-	0.6	-
Offices & Retail (for rent)	10	685	2,501	-	-	7.4	-	-
Digital Infrastructure	26	-	300 acres	-	-	500 acres	-	~2,700
Others*	45	-	-	-	-	-	-	-
Total	7,315	6,685	19,177 + 300 acres	4.4	5.9	54.9 + 500 acres	5.9	3,600



Financial highlights for 1Q FY23

INR Cr

INR Cr	1Q FY23	1Q FY22	Growth %	FY22
Revenue	2,676	1,605	66.7%	9,233
Adj. EBITDA [^]	903	538	67.7%	3,243
Adj. EBITDA (%)	33.7%	33.5%	20bps	35.1%
PAT (ex. Forex & Exceptional Items)	355	122	2.9x	1,262
PAT (%) (ex. Forex & Exceptional Items)	12.8%	7.1%	570bps	13.2%
Networth	12,451			
Net D/E (x)	0.71			

Consolidated Summary Balance Sheet

INR Cr

ASSETS	As at 30-Jun-22	As at 31-Mar-22
Tangible Assets	1,393	1,384
Intangible Assets	537	539
Investments	269	574
Loans	3,476	3,174
Inventories	26,864	27,358
Trade Rec. (Incl. accrued rev.)	1,478	1,702
Cash and Bank Balances	1,697	1,432
Other Financial Assets	609	673
Non-Current Tax Assets	315	326
Deferred Tax Assets	52	74
Other Assets	1,254	1,243
Total Asses	37,944	38,478

EQUITY AND LIABILITIES	As at 30-Jun-22	As at 31-Mar-22
Equity Share Capital	482	482
Other Equity	11,906	11,624
Non-Controlling Interests	64	57
Total Equity	12,451	12,162
Borrowings	11,048	11,537
Trade Payables	1,457	1,509
Other Financial Liabilities	2,454	2,379
Provisions	27	22
Current Tax Liabilities (Net)	2	2
Deferred Tax Liabilities (Net)	192	191
Other Liabilities	10,314	10,676
Total Liabilities	25,495	26,317
Total Equity and Liabilities	37,944	38,478

Cash Flow – 1Q FY23

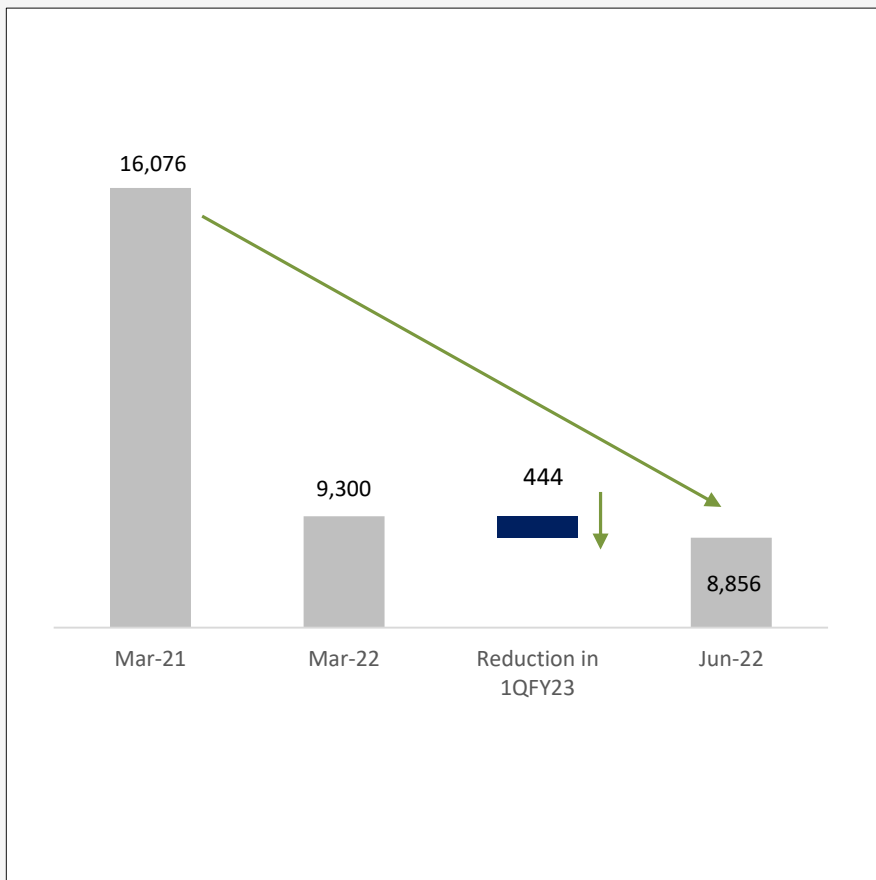
INR Cr

	Residential	Office & Retail (for rent)	Industrial	Other Land	Total
Pre-Sales	2,426	42	297	49	2,814
Collections	2,207	75	272	62	2,616
Net* Collections	2,006	75	272	62	2,415
Op. Expenses	1,076	9	3	--	1,064
-Const. Exp	845	8	3	--	857
-SG&A	230	1	0	--	232
-Taxes					-24
Cash flow from Operational activities	930	66	269	62	1,351
Land & Approvals					636
Interest Payment					271
Net surplus from operations for debt reduction					444

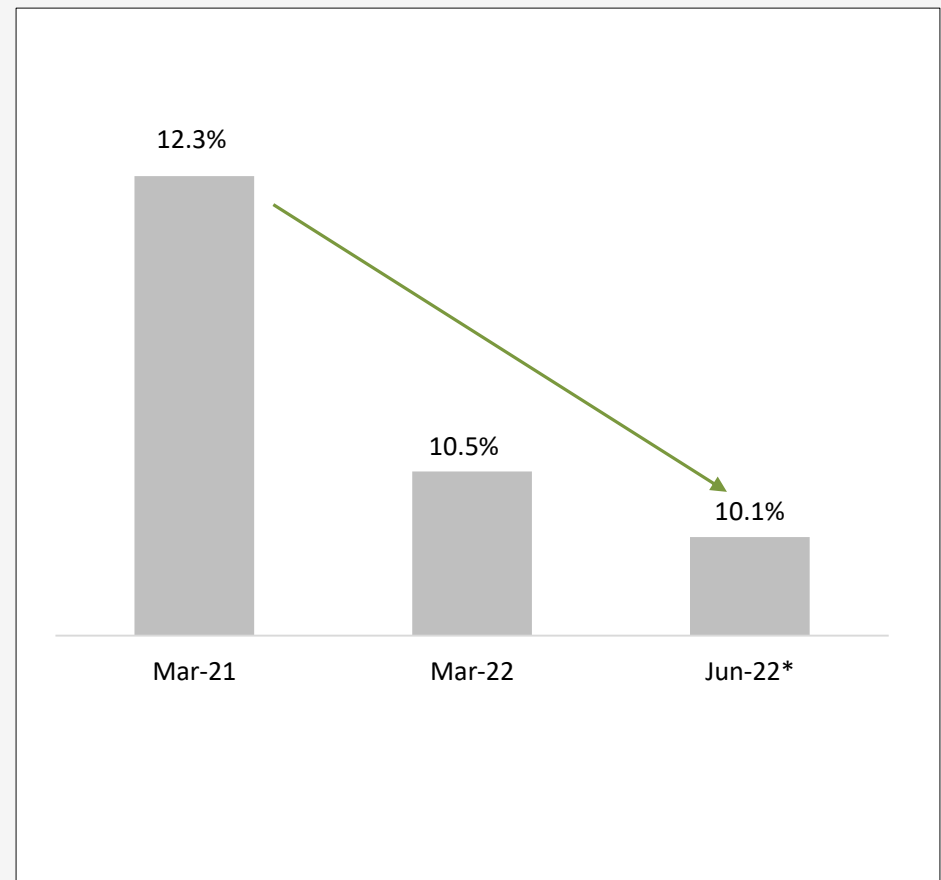
Significant progress towards the targeted capital structure

INR Cr

Trend for Net Debt for India business



Cost of borrowing continues to reduce



*Average exit cost of debt as of 30th Jun 2022

Market wise completion plan for ongoing 'for sale' projects

Mn.sq ft.



Business	Total area under construction	Sold/ Unsold*	FY23	FY24	FY25		FY26	
					Own	JDA	Own	JDA Projects
South & Central Mumbai	2.24	Sold	0.16	0.22	0.02	-	0.11	-
		Unsold	0.03	0.95	0.19	-	0.57	-
Thane	6.56	Sold	0.54	2.66	0.43	-	0.02	-
		Unsold	0.15	0.42	2.18	-	0.16	-
Extended Eastern Suburbs	14.69	Sold	3.20	1.15	2.11	-	0.60	-
		Unsold	2.54	2.45	1.71	-	0.93	-
Western Suburbs	1.18	Sold	0.33	0.07	-	0.33	-	-
		Unsold	0.19	0.03	-	0.23	-	-
Eastern Suburbs	0.72	Sold	-	-	-	-	-	0.16
		Unsold	-	-	-	-	-	0.57
Pune	1.63	Sold	-	-	0.02	0.55	0.08	0.05
		Unsold	-	-	0.29	0.24	0.30	0.11
Extended Western Suburbs	0.48	Sold	0.08	-	0.31	-	-	-
		Unsold	-	-	0.09	-	-	-
Total	27.5	Sold	4.31	4.10	2.88	0.88	0.80	0.21
		Unsold	2.91	3.86	4.47	0.47	1.95	0.68

FY26 will see completion of significant portion of projects getting launched in next 12 months (10.3 msf)^



04 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
- 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 top talent to improve alignment and provide wealth creation opportunities

ESG



- Adopting ESG framework to identify risks & deriving value e.g. resolving process & efficiency flaws
- Committed to a net zero carbon target by 2035 - gain global sustainability leadership
- Comparing with Global ESG benchmarks (S&P, DJSI, GRESB) & through a gap analysis identifying areas to improve
- Complete renewable transition in our Project Development activities

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
- Former 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
- Former Chairman of National Highways Authority of India



Ashwani Kumar, Independent Director

- Former Chairman and Managing Director (CMD) of Dena Bank
- Formal board member of the Life Insurance Corporation of India
- 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
- Set new benchmarks for sustainability and technology usage e.g. The Edge (Amsterdam), Yandex's global HQ



Rajeev Bakshi, Independent Director

- Former Managing Director & CEO of Metro Cash & Carry
- Formerly associated with Pepsico, Cadbury Schweppes, Lakme Lever
- Currently on the board of Cummins India, Dalmia Bharat Sugar



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 – Digital Infra
 ■ 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

19+  **Ramit Chopra**
Head – BD & Leasing, Digital Infra Platform
 ■ Formerly worked with Embassy Industrial Parks, Indospace

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

Significant experience across industries & functions

Depth of Experience in Key Competencies

Excellent Domain Knowledge

Recent additions to management team

Our ESG Philosophy: Do Good, Do Well



Environmental

Ensure sustainability in our core operations by **positively impacting** the natural environment. **Not to contribute to global warming**, and operate through a **resilient** value chain

Climate Resilience: Be resilient to climate change while not contributing to global warming

Achieve Carbon Neutrality in operations by the year 2035 or earlier

Align Scope 3 emissions reduction roadmap with 1.5°C ambition for 2050



Social

Positively impact our people and community through utmost **respect to human rights, diversity and inclusion, and philanthropy**

Create a more diverse & inclusive workforce, with a workplace gender diversity ratio of 44% by 2027[^]. Focus to make work environment more and more engaging & learning oriented

Safety first: Ensuring a safe working environment at our sites to achieve zero fatality, zero hospitalization and lowest lost time injury in the industry.

Support brightest and deserving minds in the country to get access to quality education to achieve their full potential and promote healthcare and vocational training in the community



Governance

Bring about an industry transformation by **leading ethically and bolstering trust** through high degree of transparency and accountability

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

We see ESG issues as long term business risks, and not simply as a compliance risk

We mitigate or adapt to the risks through action backed by organizational policies and processes; while engaging with our stakeholders all along

We endeavour to report this de-risking journey transparently to all stakeholders, to build trust and gain momentum

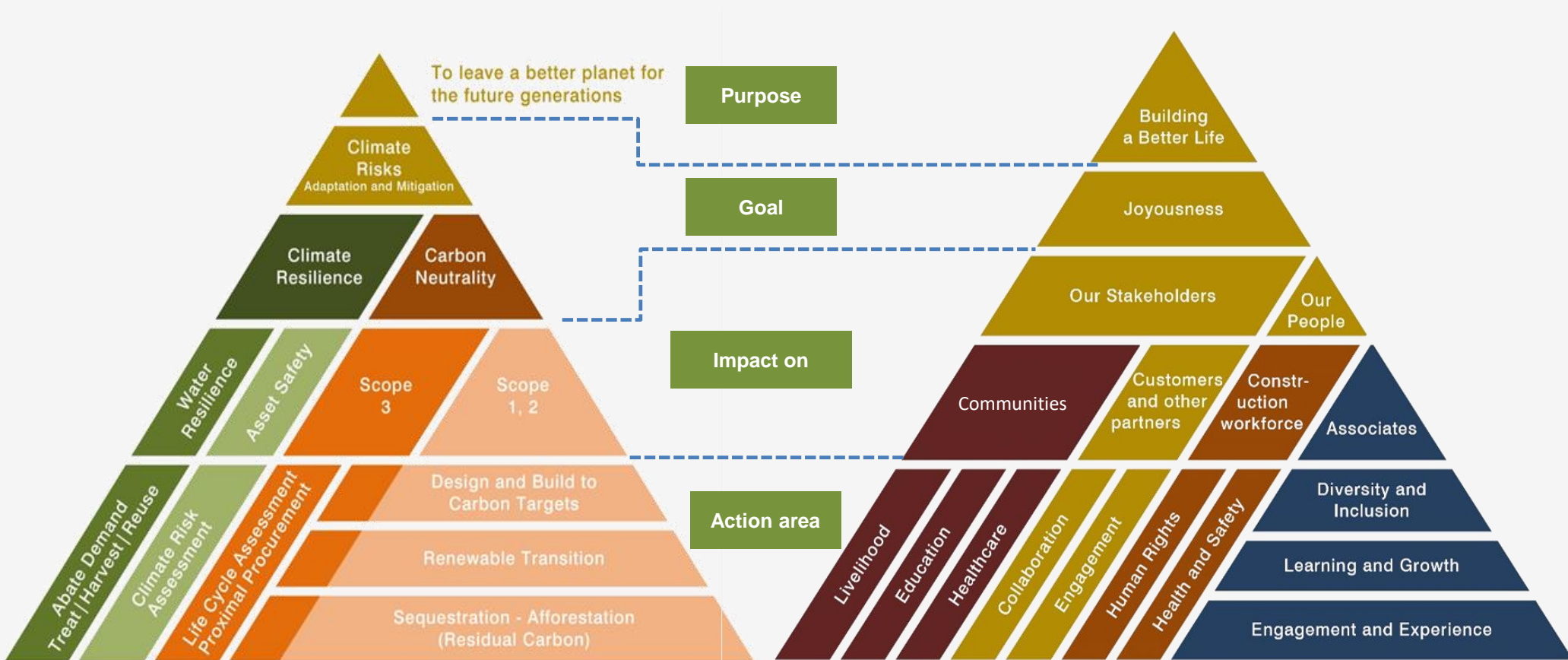
Establish credentials by taking leadership positions on all applicable benchmarks

[^] excluding construction workforce

Strategy to achieve the overarching ESG Goals

Environmental Strategy

Social Strategy



Progress made in Environmental Sustainability

Overarching Goals

Achieve Carbon Neutrality in operations (Scope1, 2) by the year 2035 or earlier

Align Scope 3 emissions reduction roadmap with 1.5 °C ambition

Be resilient to climate change while not contributing to global warming

Launched “Lodha Net Zero Urban Accelerator” in partnership with RMI - to know more click [here](#)

> 50% reduction in absolute GHG emissions – Scope 1, 2 – since FY 18

Disclosed Scope 3 emissions for the first time, in Annual Integrated Report FY22

Increasing use of renewable energy on our construction sites - 70% as of Jun-22 vs 35% as of Mar-22.

Over 2/3rd direct material purchase (in value) from local suppliers, within 400km radius (FY22)

Over 2,000 tonnes of construction waste processed through recyclers (FY22)

Spent INR >350 crores on sustainable materials and systems (FY22)

Enabling switch to Electric Vehicles for residents - 65 active EV chargers installed across sites by Tata Power as of Jun-22

~90,000 bicycle rides (average duration 30 min), avoiding motorized travel and associated emissions

Partnered with mobility players at our projects - ~10 mn passenger-km/annum of private transportation switched to shared mode (FY22), potential emissions reduction of >900 tCO₂e.

Over 40 MLD capacity of STPs installed across our projects

>25 tonnes capacity of organic waste management plants installed across projects

Planted 7,835 trees (68% native trees, 62% with high biodiversity value) (FY22)

One Lodha Place – Our flagship office building

Received LEED v4 BD+C:CS Platinum Pre-certification, the highest rating for green buildings

Received IGBC Net Zero Energy (design) certification

Lodha Digital Infrastructure Park – LEED Platinum pre-certified by IGBC

Aligned our report with TCFD recommendations

Developing decarbonization targets as per commitment made with Science Based Targets initiative (SBTi)

Participated for the first time in the Global Real Estate Sustainability Benchmark (GRESB) for FY22

Progress made in Social and Governance dimensions

Governance	Social	
Board	Our People	Communities
<p>Expanded Board and inducted as Independent Directors:</p> <ul style="list-style-type: none"> • Mr. Rajeev Bakshi, formerly associated with Pepsico, Cadbury Schweppes • Mr. Lee Polisano, a world renowned sustainability expert <p>Constituted ESG Committee at the board headed by an Independent Director</p>	Diversity & Inclusion (44% Women by FY27)	Livelihood
	<p>Women represent 26%* of employee strength as of Jun-22</p>	<p>Computer & vocational courses conducted for women and young adults</p>
<p>Disclosures</p> <p>Published our first Integrated Annual Report for FY22</p> <p>Created best in class disclosure standards in Real Estate Industry -appreciated by stakeholders</p>	Learning & Development (8 man days by FY27)	Skilling courses like jewelry making, beautician, cooking, conducted to empower women to generate livelihoods
	<p>Achieved 4.5 learning man-hrs per associate (1QFY23)</p> <p>Annual Sustainability goals for all senior leaders</p>	<p style="background-color: #f08080; color: white; text-align: center;">Healthcare</p> <p>Mobile health clinic offering basic healthcare, catering to ~2,250 patients (1QFY23)</p> <p>Promoting sanitation and hygiene in the community through cleaning initiatives across 45 localities (1QFY23)</p>
<p>Risk Management</p> <p>Commenced building of comprehensive risk framework and its redressal</p> <p>Ranked amongst the top 13% global real estate companies that participated in S&P Global Corporate Sustainability Assessment (CSA) 2021</p>	Experience and Engagement (>95 by 2027)	Education
	<p>Achieved NPS score of 59 – up by 44%</p>	<p style="background-color: #f08080; color: white; text-align: center;">Talent Attraction</p> <p>17% of vacancies closed by internal hires</p> <p style="background-color: #f08080; color: white; text-align: center;">Human Rights</p> <p>Human Rights Due Diligence Assessment completed for our operations including associates and contractual workforce</p> <p style="background-color: #f08080; color: white; text-align: center;">Health and Safety</p> <p>Achieved a Lost Time Injury Frequency Rate of 0.148; >10,100hrs of safety training</p> <p>100% associates vaccinated against COVID More than 2100 associates and dependent covered for booster does</p>

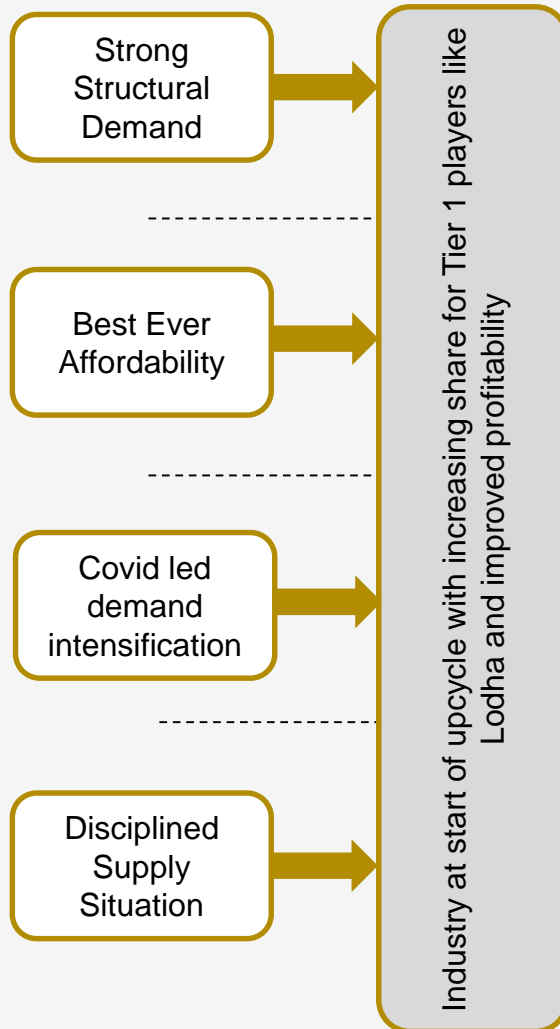


05 Annexure

Significant positivity on sector from key stake holders

- *“Real estate is coming back and there is wealth effect coming from that”*: V. Anantha Nageswaran, CEA to Government of India ([Link](#))
- *“Real estate in India is on an upcycle. Developers are now financially stronger and more disciplined”*: Deepak Parekh, Chairman, HDFC ([Link](#))
- *“After a lapse of several years, the residential real estate market is expected to grow for the next five years”*: Hardayal Prasad, MD & CEO, PNB Housing Finance ([Link](#))
- *“Rising interest rates won't impact housing demand. A home loan is for a long tenor and during this period there are bound to be both upward and downward interest rate cycles”*: Deepak Parekh, Chairman, HDFC ([Link](#))
- *“Hike in limit of individual housing loans extended by co-operative banks by over 100% to support affordable housing”*: RBI Policy ([Link](#))

Urban housing in India's Tier 1 cities: set for a sustained up-cycle



Real Estate sector on course to become a USD 1 trillion market*

- Entry of **large educated workforce** every year
- **Rapid urbanization** and **family nuclearization**
- **Rising** per capita income
- Low levels of mortgage penetration & urban home ownership

Best time to own a home

- **All time best** affordability ratio
- Financial institution **competing intensely** to entice homebuyers to garner home loan portfolio (safe heaven)
- **Low gap** between rental yields & mortgage rates

Need for quality home felt the most during Covid related lockdown

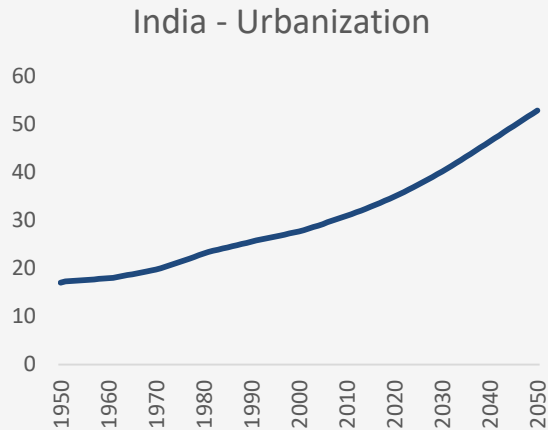
- **Work from home, Study from home** made consumers realize importance of home
- **Need for extra space & need to bring change in homes** enhanced desire to own
- **Need for open spaces & quality amenities** tilted demand towards high quality developments

Consolidating supply

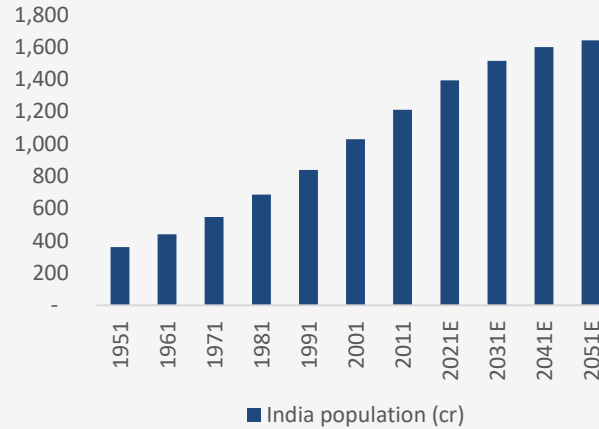
- **Tier II developers unable to sell** during construction
 - Loss of consumer confidence
 - Lack of wholesale credit from lenders
- **Market consolidating** towards 4-5 major players in a market
- Demand shifting to established players as stalled projects with ~175,000 housing units across top seven cities continue to haunt buyers
- **Disciplined supply** to give further impetus to already visible growth in pricing as well as demand

Structural strength, affordability to sustain up-cycle

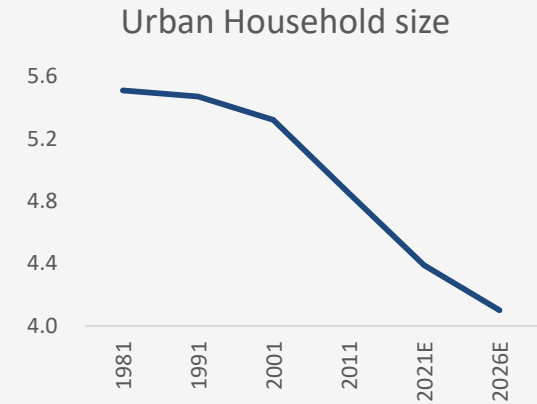
Rapid urbanization to create need for quality urban housing



India's population will continue to grow till 2050

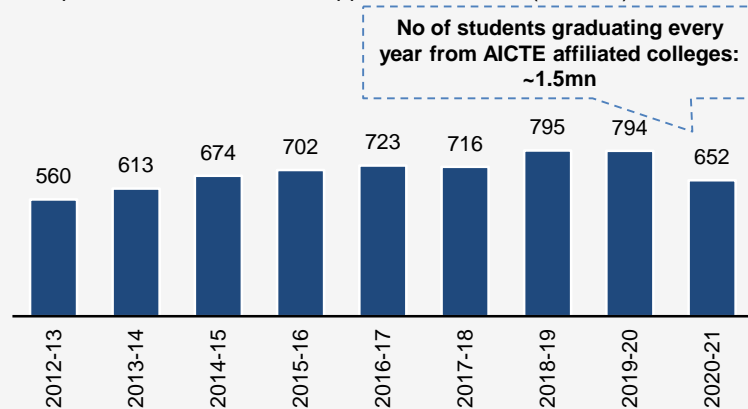


Family size getting smaller

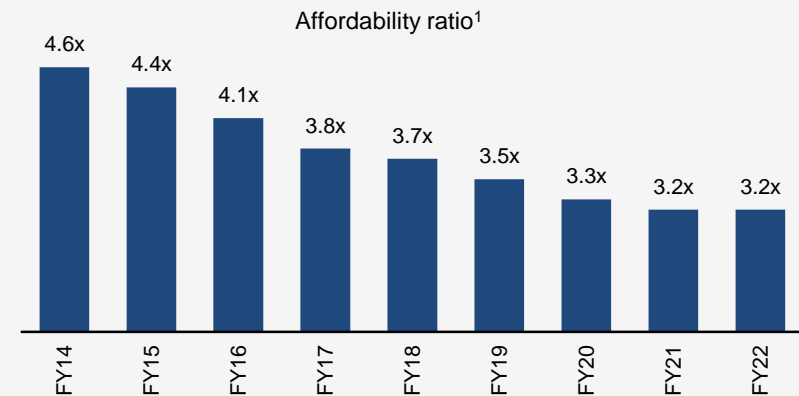


Large no of educated workforce added every year

Total placements from AICTE approved institutes (in '000s)



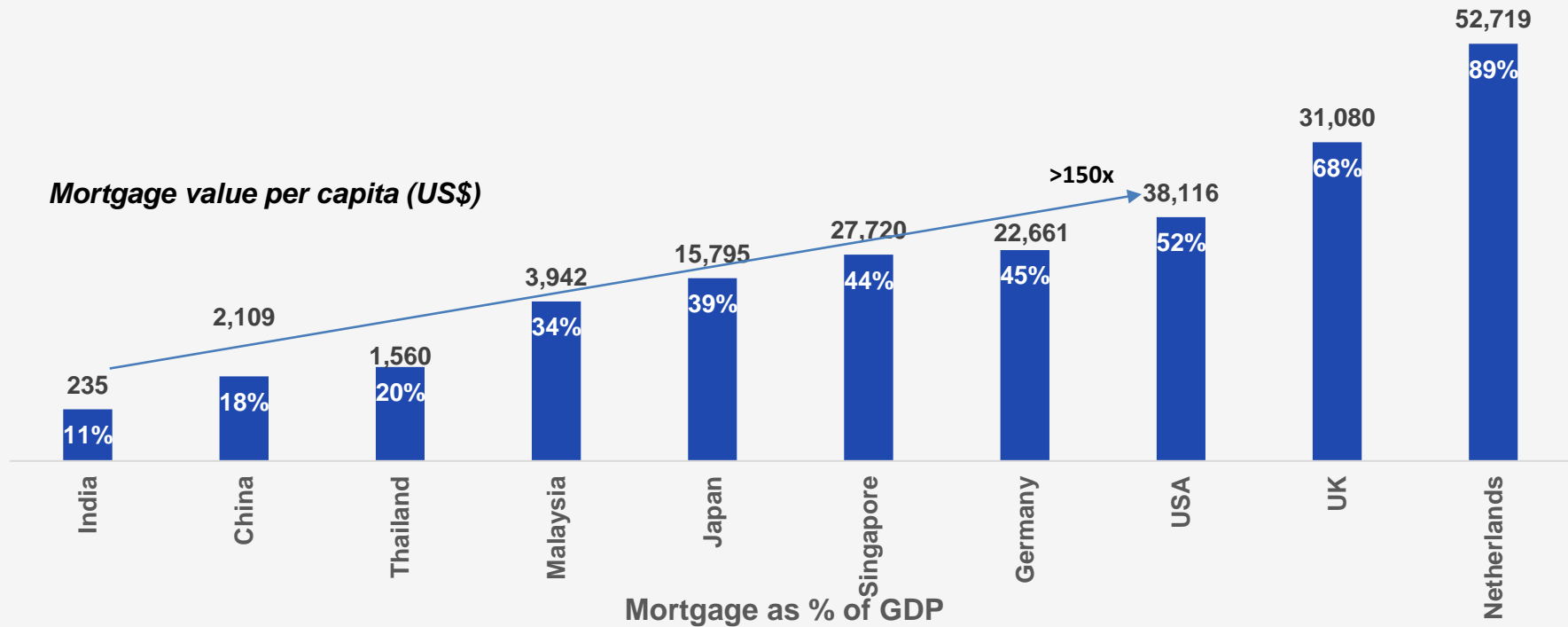
Improved affordability to support demand



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 room for growth in housing volumes



As India moves from low-income to mid-income, there seems to be significant room for growth in housing volumes.

Construction cost – moderation since Mar-22

Commodity/Component	% Share in total cost	% Change over Mar'21 to Mar'22	Mar'22 to Jun'22	
			% Change	Weighed Impact
Steel	12.9%	35.1%	-19.1%	-2.5%
Flooring Tiles	5.0%	23.9%	-2.0%	-0.1%
Electrical/Plumbing	11.8%	10.1%	-3.2%	-0.4%
Labour	34.4%	3.0%	1.3%	0.4%
External Windows	3.9%	21.9%	-8.4%	-0.3%
RMC	10.5%	6.3%	3.5%	0.4%
Lifts & Elevators	3.3%	16.6%	16.3%	0.5%
Carpentry Materials	3.5%	15.5%	0.0%	0.0%
Painting	3.8%	13.1%	9.9%	0.4%
Cement	0.4%	14.8%	12.9%	0.1%
Overall				-2.2%

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

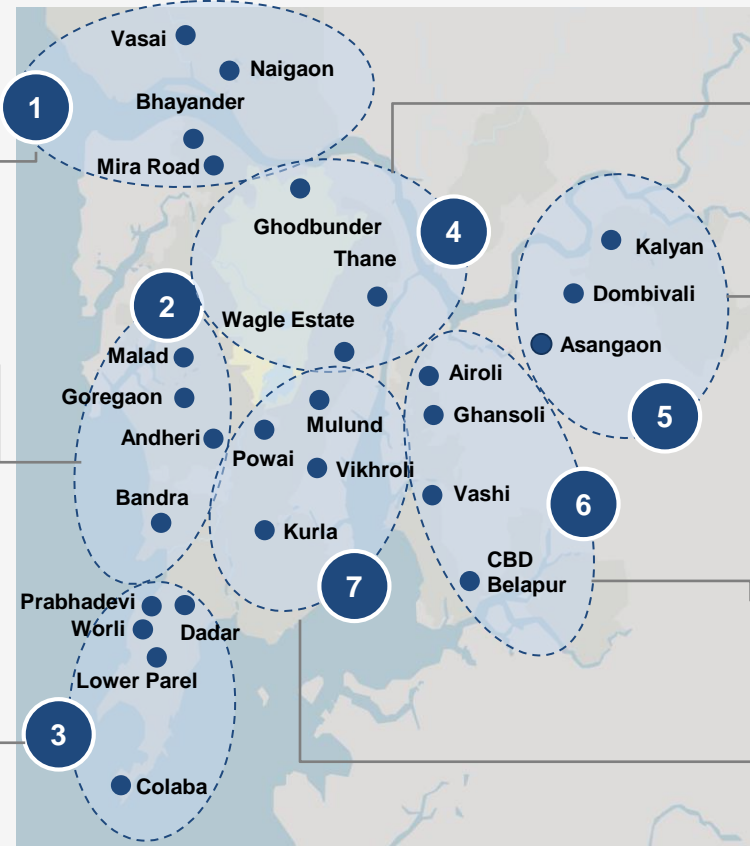
Market leading position in most micro-markets, with potential for growth in other regions

Market share by absorption in INR bn

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

2. Western Suburbs	
<ul style="list-style-type: none"> • Pre-IPO, had limited presence • Added 2 projects with GDV of INR ~ 20bn 	
Absorption: INR 170bn	

3. South Central Mumbai	
Developer	Market share (%)
LODHA	33.9%
Second	13.4%
Third	9.9%
<ul style="list-style-type: none"> Added 4 projects with GDV of INR 75bn 	
Absorption: INR 126bn	



4. Thane	
Developer	Market share (%)
LODHA	19.6%
Second	11.9%
Third	7.7%
Absorption: INR 101bn	

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

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

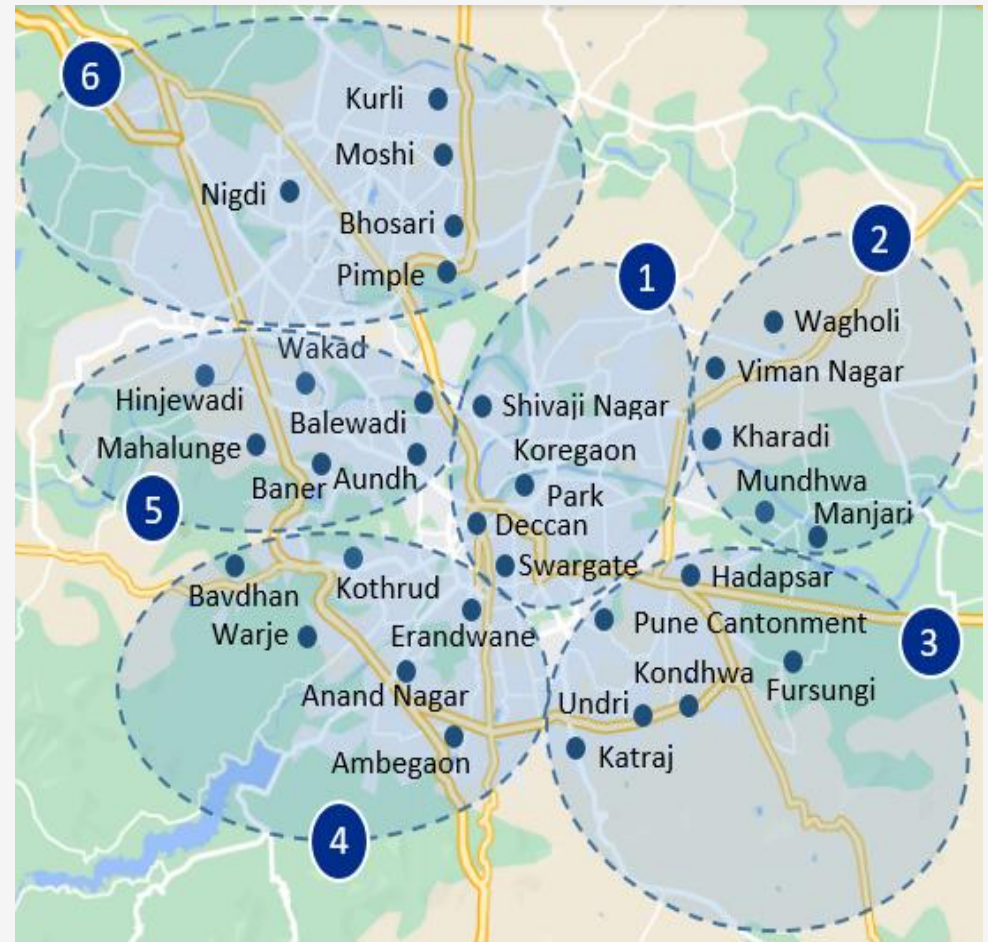
7. Eastern Suburbs	
<ul style="list-style-type: none"> • Pre-IPO, had no presence • Added 5 projects with GDV of INR ~65bn 	
Absorption: INR 173bn	

Land tied up under JDA route (GDV INR ~136bn) in target micro-markets of MMR having absorption of INR ~500bn

Pune - fourth largest housing market of India

Market size: INR ~36,500cr

	Micro-market	Market Size (INR cr)
1	Central	1,000
2	North-East	7,500
3	South-East	4,000
4	South-West	5,500
5	North-West	10,000
6	Pimpri-Chinchwad	8,500
	Total	36,500



...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)
- ✓ Launched first project within the city, off NIBM Road (South-East) in Aug'21, sold INR ~420 crores in ~10 months (~60% of launched inventory)
- ✓ Signed another JDA project in Hinjewadi; advanced stage of signing definitive documents for multiple JDA projects
- ✓ Targeting 2-4 new launches in FY23
- ✓ Team in place with a CEO for Pune with its own regional office
- ✓ Medium term aim to capture ~15% market share

Key affordable & mid-income projects delivered

Unique ability to create destinations



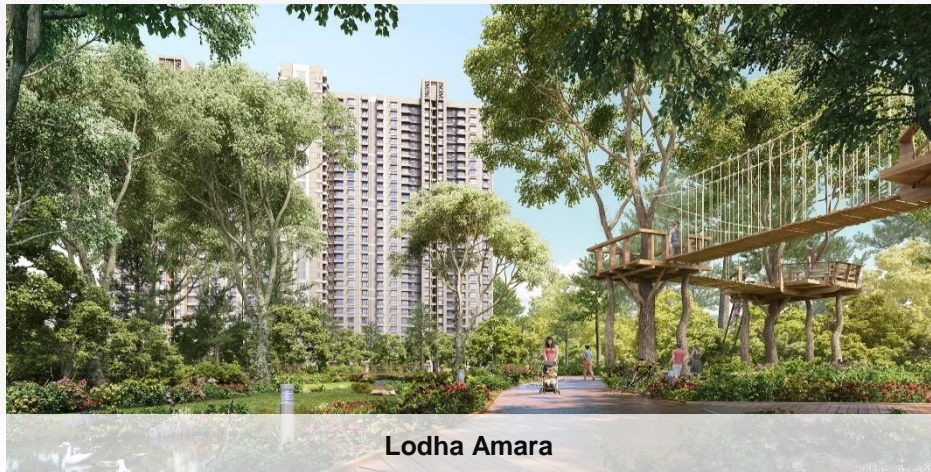
Lodha Upper Thane



Lodha Belmondo



Lodha Splendor



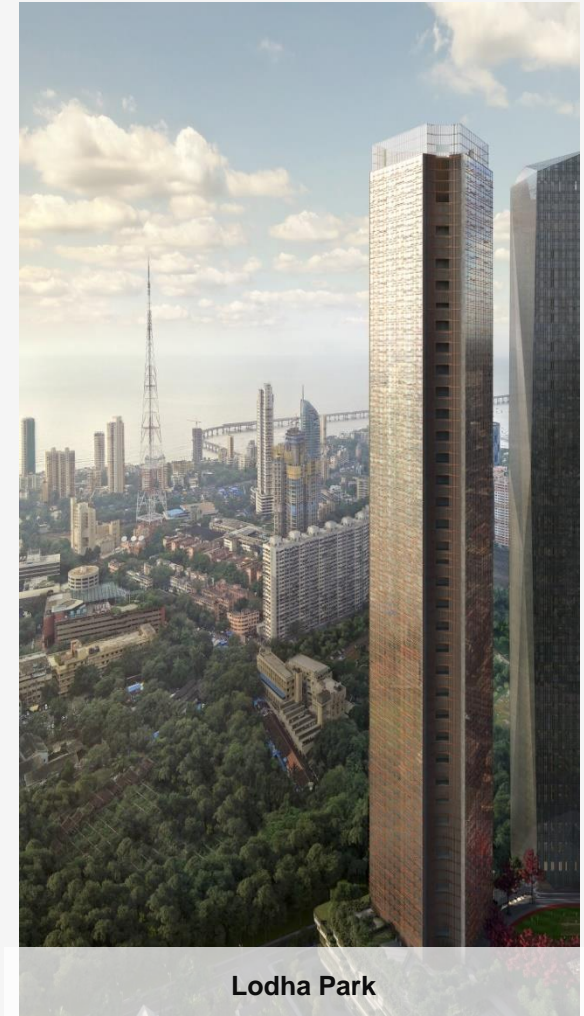
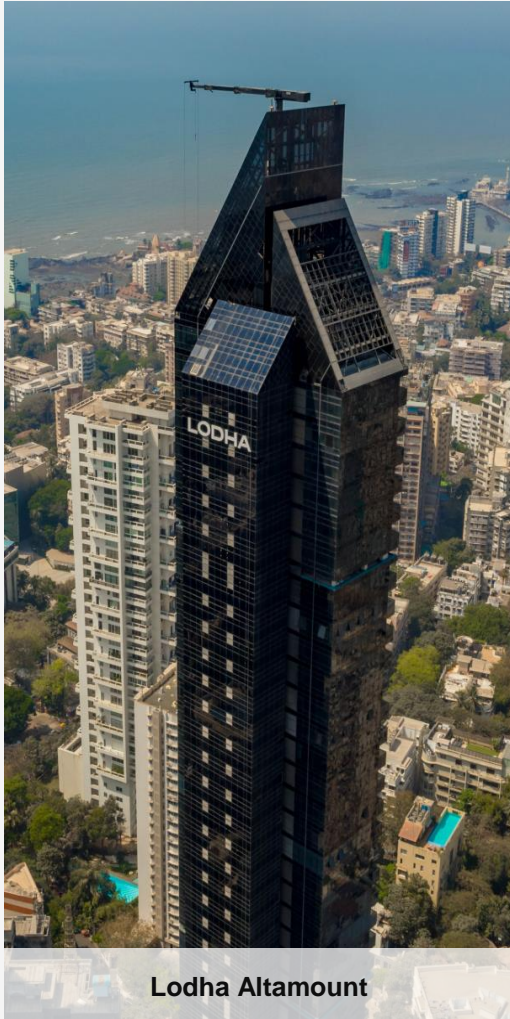
Lodha Amara



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