

May 15, 2021

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 &  
DB-LODL23**

Dear Sir/Madam,

**Sub: Presentation made to analysts and media on Audited Financial Results for the quarter and year ended March 31, 2021**

We enclosed herewith investor's presentation on the Audited Financial Results for quarter and year ended March 31, 2021, made to the analysts and media.

Kindly take the same on record.

Thanking you,

Yours faithfully,  
**For Macrotech Developers Limited**



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



**Encl:- A/a**



# Investor Presentation

Fourth Quarter FY2021

15<sup>th</sup> May 2021

# INDEX

	Page No
Company Overview	3
Highlights	10
Performance Update	16
Financial Update	25
Annexure	31





# 01 Company Overview

# Lodha – India’s leading real estate developer, focused on disciplined growth



## Leading Residential Platform

### India’s Largest Real Estate Developer<sup>^</sup>

- **~INR 50,000 Cr** of cumulative sales in the last seven fiscal years
- **~58%** sales from affordable and mid-income

### Market Leader in MMR Region

- **>10%** market share

### Operational Excellence & Strong Brand

- **High quality** management
- **Strong focus on sustainable development**
- **~80 msf** developable area – completed
- **~74 msf** developable area – ongoing & planned

## Strong Financial Profile

### Strong track record of profitability

- **Adj. EBITDA margin<sup>\*\*</sup>** of ~30%
- **PAT margin<sup>\*\*</sup>** of ~13%
- **High RoE<sup>\*\*</sup>** profile

### Annuity like cashflow from townships

- **~1,100 acres** strategic land reserves with developable area of **~93 msf** (ex. land for industrial parks)
- **Average gross collections<sup>\*\*</sup>** #of INR 21.7bn

### Cash flow visibility through inventory

- **~5.4msf** of residential RTM inventory
- **13.8msf** of ongoing residential inventory

### Non core cash flows – delever faster

- **Monetization** of ready commercial assets
- **Surplus cash** from UK investment

## Multiple Growth Drivers

### Future potential to expand further in MMR & Pune

- **~INR 70,000 Cr.** yearly absorption in micro-markets with insignificant presence

### Asset light growth strategy

- **Leveraging** our leadership position and marketing & sales capabilities to become a partner of choice for landowners through JVs / JDAs

### Strong traction in industrial park segment

- **>3500 acre** ongoing & planned industrial & logistics park
- **>250 acres** monetized through JVs/ Outright sale

<sup>^</sup>by residential sales over last 7 years;

<sup>\*\*</sup> ex FY21 which was a Covid impacted year; # average of FY18-20

# Our philosophy: Do Good, Do Well – Environmental Focus

## Working towards becoming a global leader in sustainability in the real estate industry

## Environmental initiatives implemented



### Path to Zero Carbon

We are working with RMI, a global leader in climate change and energy issues, to chart a path towards a zero carbon future for us in by 2035.



### Sustainable eco-system development (e.g. Palava)

Very Low EUI of residential units (32 kWhr/sqm/yr)  
Y-O-Y reduction in water demand due to gamification and efficiency measures  
Emphasis on walk to work & amenities; creating a superior quality of life



### Membrane bioreactor technology based sewage treatment plants

in collaboration with Suez Water Technologies and Solutions for 100% of Palava's non-potable water



### 100% waste water recycling achieved

Working on aspiration of 100% water independence



### Aim to increase green cover to minimize the net carbon impact and enhance biodiversity



### 5 star ACs provided + other investments in High Efficiency Equipment

to help reduce electricity consumption



### Cross / Natural ventilation

to help reduce the carbon footprint by lowering the need of air conditioning



### Solar rooftop

More than 20 lakh units of electricity generated annually through various Solar PV Plants (Rooftop and Ground mount both)



### Waste Management

100% bio waste processing; more than 15 TPD per day



### EV Ready Developments

All our new developments are made EV ready, by partnering with EV charging infra providers

### Shared Mobility

Achieved ~68lakh kilometers of environment friendly shared mobility



### LEED Gold certifications for the entire commercial portfolio.

+ BEE star rated (3 to 5 star rated)  
+ Pandemic resilient buildings  
(target 3, 4 star rated immune building)



# Our philosophy: Do Good, Do Well – Social Focus

## Catering to essential needs of society and putting Healthcare & Safety first



10,000+ students are getting quality education



20,000+ labourers have benefitted till date across programs



3.5 lakhs free meals provided during COVID pandemic

- Achieved **zero fatality** with more than 16 million hours of safe man hours of construction work across our project sites.
- Operating **COVID Recovery Center (100 beds)** in South Mumbai, Thane.
- Vaccinated 1000+ employees, family members, third party contractors in 45+ age group, free of cost.
- To pay 12 months salary to the family of any associate who expires while in service of the company.
- Supply of **Oxygen Concentrators at free of cost** for associates and family members. Immunity booster kit with essential PPE for all affected employees.
- 24x7 **Free Doctor consultation** for employees and family.
- Setting up **8 Vaccination Centers for residents across Lodha projects**. This will directly benefit more than 25k people.



## Promoting Gender Diversity

- Equal opportunity employer with specific mandate for increasing gender diversity – meritocratic hiring
- Gender Diversity Level in Employees\* - **23%**
- **3 Women in the Top Leadership Team**
- Additional Maternity benefits, Wellness Sessions for Women



\* Excluding Construction Workforce

# Continued focus on improving transparency and internal controls

## Existing Corporate Governance Policies



### No Gifts Policy

Guidelines on non-acceptance of gifts offered by existing or potential vendors / contractors / customers or non-associates having relationship with the Company



### Code of Conduct Policy

Outlines organizational values, principles and correlates them with expected standards of professional conduct by associates, vendors and contractors.



### Anti Money Laundering, Anti-Bribery and Anti-Corruption Policy

To prevent any involvement by our Company in money laundering activity even where the involvement may be unintentional.



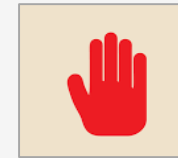
### Transparency and Ethics Policy

Reinforces the belief system in doing things ethically without taking undue advantage of any relationship.



### Whistle Blower Policy

For associates to voice concerns related to unethical or improper practices they may have observed



### POPSH Policy

Prohibits personal and sexual harassment and related retaliation and sets out related procedures

## Other Governance Impacts



### Community participation in Project Governance

Through formulation of Resident Councils, Citizen Connect Meetings, Feedback Process, etc.



### Customer Experience

We take ownership throughout the customer's journey with Lodha. This approach reflects in our overall CSAT score of 4.5 (FY 20-21)..



### Information Security and System Availability

Effective policies on Information Security and Business Continuity.



# Eminent Board of Directors



**Abhishek Lodha**  
*Managing Director*

- Drives the overall Planning for the Group
- 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



**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*

- 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

# High quality management team

Strong senior-level management team of 85<sup>1</sup> executives heading various functions

Focus on hiring and retaining talent - mix of experienced & fresh talent from premier education institutes

Streamlined retention strategy in place for key associates (like long-term incentives, housing benefit plans etc)



19

**Abhishek Lodha**  
**Chief Executive Officer**

■ Formerly worked with McKinsey & Company, USA



20+

**Shaishav Dharia**  
**CEO – Townships and Rental Assets**

■ Formerly worked with McKinsey & Company and Logic Tools



22+

**Janhavi Sukhtankar**  
**President – Human Resources**

■ Formerly held senior positions at Greenpeace International and Aventis Pharma (now Sanofi India)



25+

**Prashant Bindal**  
**Chief Sales Officer**

■ Formerly worked with Spice Mobility, Walmart India (Cash and Carry) and Hindustan Coca Cola Beverages



20+

**Prateek Bhattacharya**  
**President – Mid-income and Affordable Housing**

■ Formerly served as Expert Associate Principal at McKinsey and Company



25+

**Sushil Kumar Modi**  
**Chief Financial Officer**

■ Formerly served as Group CFO- Strategic Finance at GMR Group



15+

**Raunika Malhotra**  
**President – Marketing and Corporate Communications**

■ Formerly worked at Adayana and ECS Limited



24+

**Rajesh Sahana**  
**President – Consumer Experience**

■ Formerly associated with Globacom, Reliance Jio, Bharti Airtel, ABN Amro Bank and Bank of America



33+

**Gopal Menghani**  
**President- Legal**

■ Formerly held senior positions at Reliance Industries Limited



26

**Deepak Chitnis**  
**Executive Vice President - Design**

■ Experience in design and development  
■ Previously served as senior architect at Oberoi Constructions Private Ltd

Significant experience across industries & functions

Depth of Experience in Key Competencies

Excellent domain knowledge

Note: <sup>1</sup>As of 31 Dec, 2020

xx Experience in the industry

# “World Tower – Ball Room”



## 02 Highlights

# Growing consensus that housing is set to a key driver of growth in India

## ✓ Structurally strong demand

- *“India witnessing a structural shift in housing demand, and clamor from first-time homebuyers and those planning to upgrade to a larger home is here to stay”*: Deepak Parekh, Chairman, HDFC Ltd. ([Link](#))
- *“Demand is coming back & across all segments and not just in the affordable housing segment but even in higher income brackets”*: Keki Mistry, Vice Chairman & CEO, HDFC Ltd. ([Link](#))
- *Residential building will see a strong rebound in 2021 and robust growth over the coming decade. Fitch forecasts that the sector will expand in real terms by 7.9% in 2021 followed by average yearly growth of 6.5% up until 2030*: Fitch ([Link](#))

## ✓ Disciplined Supply

- *The MMR region saw the highest yearly decline of 8% in total unsold housing stock by the end of this quarter – a seven-year high decline in unsold units*: Anarock Report ([Link](#))

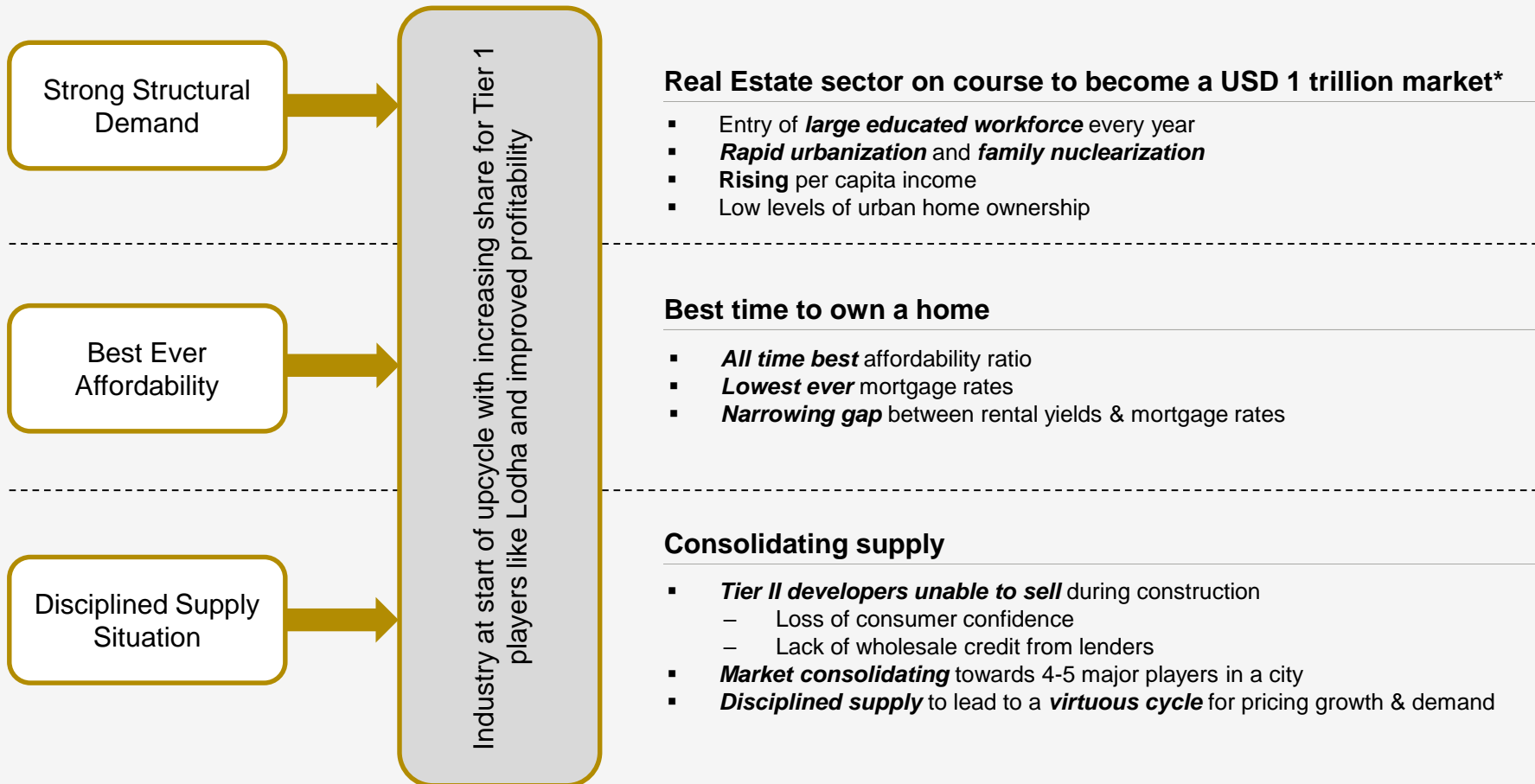
## ✓ Continued policy support

- *The Maharashtra government's budget for 2021-22, presented on International Women's Day, offered one per cent concession in stamp duty for women* ([Link](#))

## ✓ Improving pricing outlook:





- *Average housing prices appreciated by 1% yoy across seven major cities during the January-March quarter and are likely to rise further in 2H 2021*: Anarock Report ([Link](#))

# Urban housing in India's Tier 1 cities: set for a sustained upcycle



\* Anarock Report

## Q4 FY21: Strong performance across all key KPIs

- ✓ Despite Covid, Strong Pre-sales performance of INR 2,531 crores 116%  YoY & 36%  QoQ
- ✓ Adjusted EBITDA at INR 943 crores 87%  YoY & 68%  QoQ. Adjusted EBITDA margin improved to 37%.
- ✓ PAT of INR 312 crores
- ✓ Affordable & mid-income housing segment accounted for 57% and 58% pre-sales of the total residential pre-sales for 4QFY21 and FY21 respectively.
- ✓ Reduced net debt by INR 544 crores

*For India operations*



## Other Highlights

---

- ✓ Upper Thane received first set of OC - Boost to our Township business; Rising occupancies to fuel further demand
  
- ✓ Industrial Park- Monetized nearly 165 acres of industrial park (JV /outright sale) with marquee investors e.g. Morgan Stanley, FM logistics (French 3 PL co.) and US based pharmaceutical company
  
- ✓ Land monetization (other than industrial park) – INR 64 Cr.
  
- ✓ **On Growth Track; JDAs entered**
  - Western Suburbs (Malad): estimated GDV of ~INR 600 crores
  
  - Pune (NIBM): estimated GDV of ~INR 900 crores

# Investing for the next phase of growth

## Three focus areas- Technology, People and ESG

### Technology



- Undergo a Tech. Transformation to achieve operational improvement, revenue growth, superior customer & employee experience
- 2 yr. roadmap to ensure high value solutions implemented 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 our sales capabilities and improve our distribution reach
- Imparting skill enhancement modules to associates including MDP programs at premier institutes
- Retention plan for top talent

### ESG



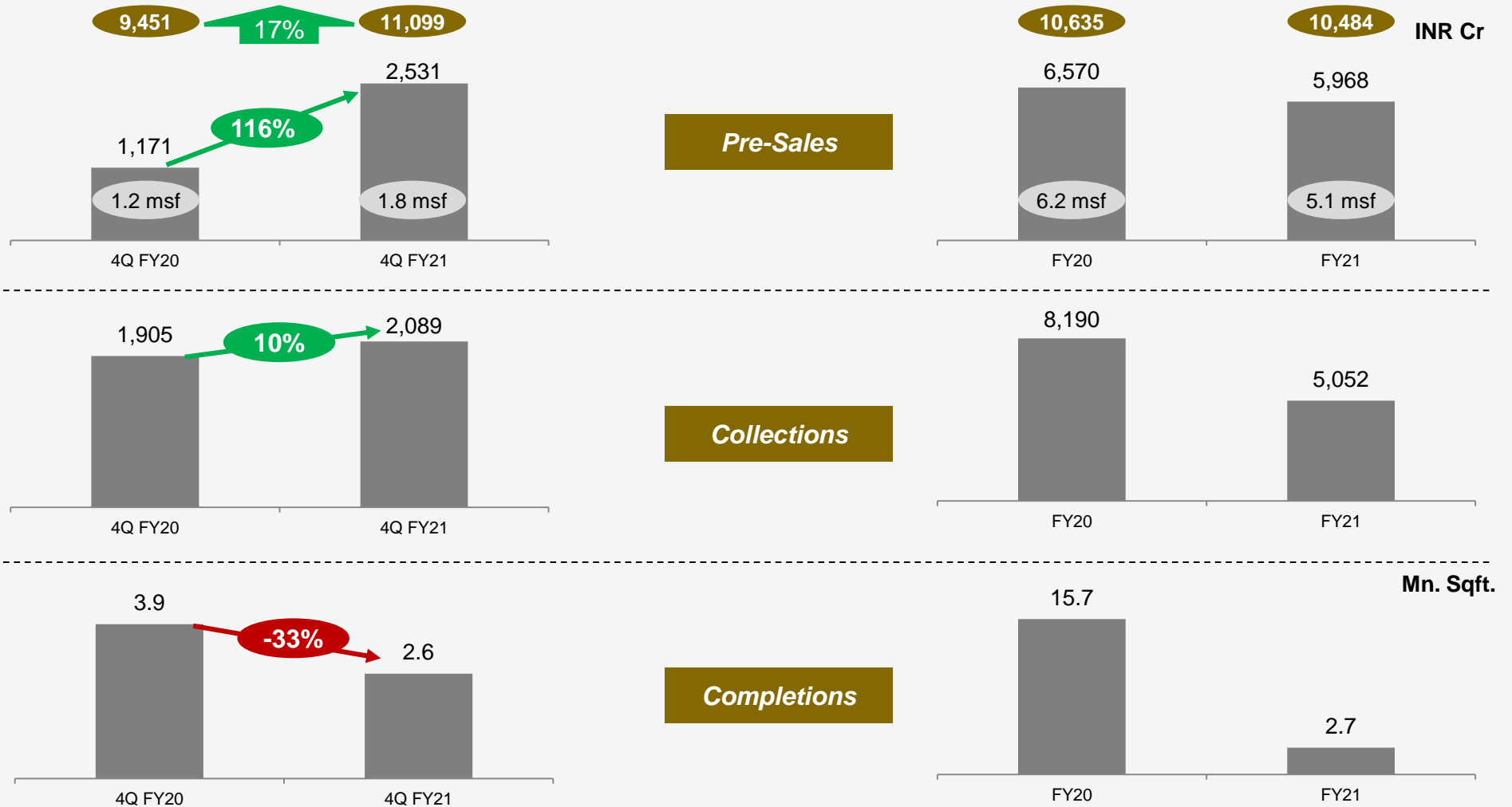
- Adopting ESG framework to identify risks & deriving value e.g. resolving process & efficiency flaws
- Committing a long term net zero carbon target (2035)- gain global sustainability leadership
- Comparing with Global ESG benchmarks (DJSI, GRESB) and through a gap analysis identifying areas to improve



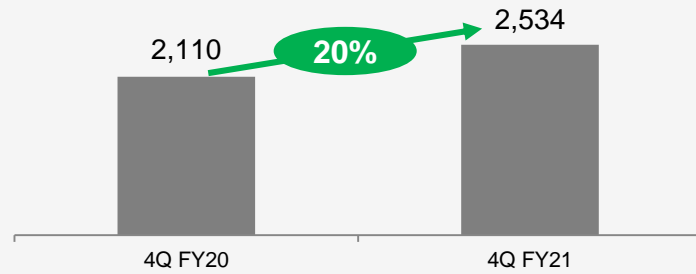


# 03 Performance Update

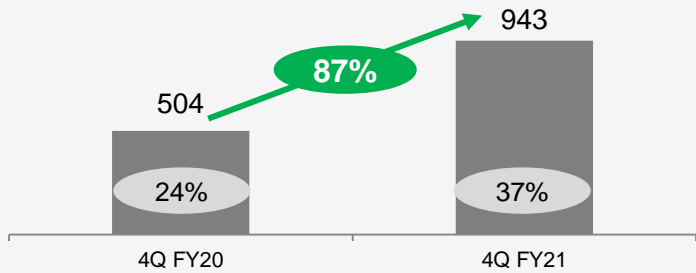
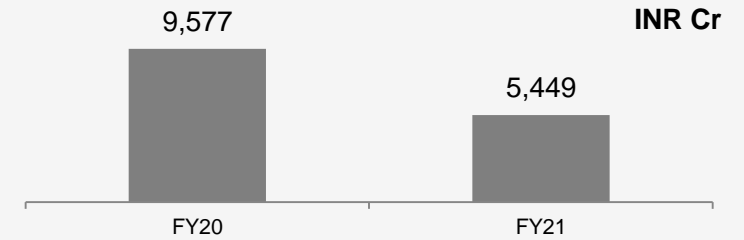
# Operational Performance



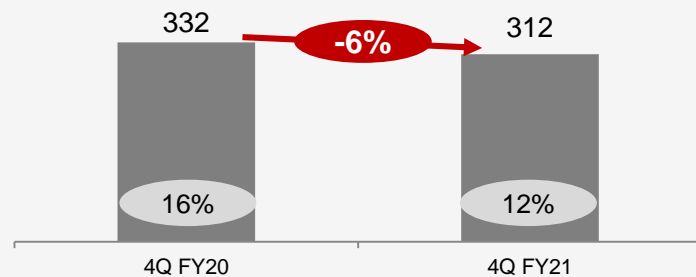
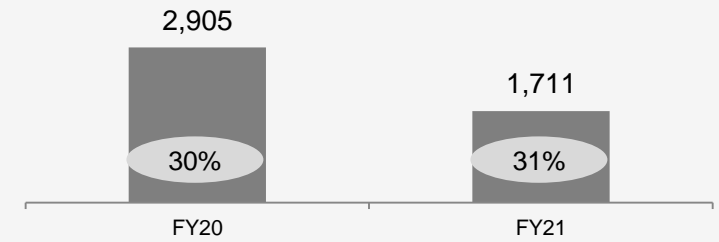
# Financial Performance



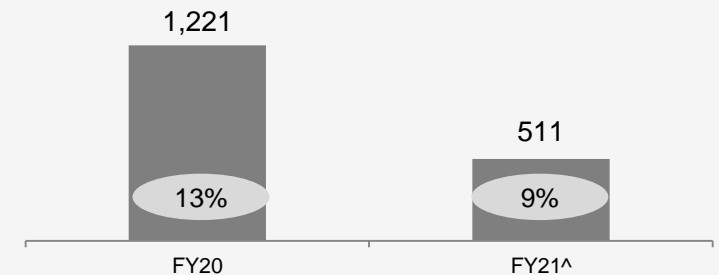
## Revenues



## Adj. EBITDA



## PAT



All data above is excluding impact of UK investments;  
 Adjusted EBITDA = EBITDA + interest included in cost of projects  
<sup>^</sup> Prior to exceptional items;

Adjusted EBITDA margin / PAT margin for the duration xx%

# Micro-market performance for 4QFY21

INR Cr

Micro-markets	Pre-Sales	Average Sales Price (INR psf)	Collections	Construction spend	Area delivered (Mn. sq. ft.)
South & Central	858	22,097	833	183	--
Thane	689	9,826	625	75	--
Extended Eastern Suburbs	349	5,818	379	167	2.5
Western Suburbs	63	11,333	54	15	--
Pune	53	7,810	64	12	0.1
Offices & Retail (for rent)	--	--	28	41	--
Industrial park	454	--	55	6	--
Others*	65	--	51	6	--
<b>Total</b>	<b>2,531</b>		<b>2,089</b>	<b>504</b>	<b>2.6</b>

\*Sales from "Others" include residential sales from other micro-markets as well as Land sale (other than industrial park); Collections from "Others" include collections from residential sales from other micro-markets, and any land sale (other than industrial park)

# Micro-market performance for FY21

INR Cr

Micro-markets	Pre-Sales	Average Sales Price (INR psf)	Collections	Construction spend	Area delivered (Mn. sq. ft.)	Market Share^
South & Central	2,255	23,550	1,907	578	0.1	33.9%
Thane	1,700	9,147	1,512	174	--	19.6%
Extended Eastern Suburbs	1,045	5,664	1,040	419	2.5	20.2%
Western Suburbs	159	12,030	174	28	--	--
Pune	203	6,323	157	30	0.1	--
Offices & Retail (for rent)	--	--	65	114	--	--
Industrial park	454	--	55	14	--	--
Others*	152	--	142	14	--	--
<b>Total</b>	<b>5,968</b>	<b>--</b>	<b>5,052</b>	<b>1,372</b>	<b>2.7</b>	

\*\*Sales from "Others" include residential sales from other micro-markets as well as Land sale (other than industrial park); Collections from "Others" include collections from residential sales from other micro-markets, and any land sale (other than industrial park)  
 ^based on Anarock report for the period over 2015-2020

# Micro-market supply overview

Micro-markets	Residual Collections from Sold units	Ready unsold	Ongoing unsold	Planned Inventory Launches				Land Bank <sup>^</sup>
				In next 12 months		Beyond 12 months		
				Own Land	JDA	Own Land	JDA	
				INR Cr			Mn. Sq. ft.	
South & Central	2,140	4,631	4,136	1.1	--	1.4	--	--
Thane	1,757	514	3,375	0.7	--	2.8	--	--
Extended Eastern Suburbs	1,256	1,434	3,962	1.3	--	30.6	--	~1,100
Western Suburbs	310	2	811	--	0.4	--	--	--
Pune	170	210	563	--	0.5	0.2	0.9	--
Offices & Retail (for rent)	10	1,025	3,125	--	--	7.1	--	--
Industrial park	315	--	300 acres	--	--	500 acres	--	~2,700
Others	88	--	--	0.3	--	--	--	--
<b>Total</b>	<b>6,047</b>	<b>7,866</b>	<b>15,972</b>	<b>3.3</b>	<b>0.9</b>	<b>42.2</b>	<b>0.9</b>	<b>~3800</b>

<sup>^</sup>Land bank is surplus land beyond the ongoing & planned projects

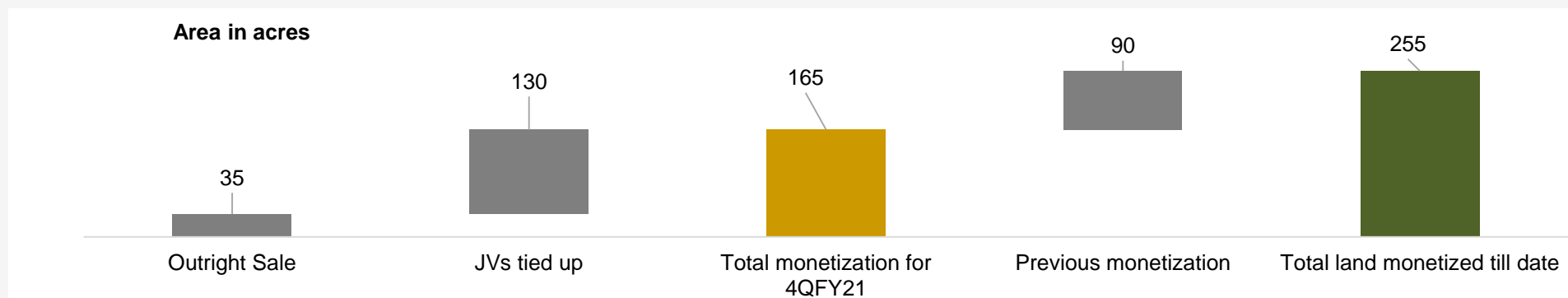
# FY 21 saw continued focus on growing affordable & mid-income business

INR Cr

Micro-market	Asset Class	Area (Mn .Sq.ft)	Est. GDV	Est. OC	Remarks
<b>For 4QFY21</b>					
Thane	For Sale office	0.13	205	2022	
<b>For FY21 (ex-4QFY21)</b>					
Extended Eastern Suburbs	Affordable housing	0.12	89	2022	Launched in Q2
Thane	Affordable housing	0.36	327	2025	Launched 0.27 in Q1 & 0.09 in Q2
Extended Eastern Suburbs	Affordable housing	0.16	89	2025	Launched in Q3
South & Central Mumbai	Luxury housing	0.07	274	2021	Launched in Q3

# Industrial Parks vertical has started gathering momentum

## Performance till date



Over 3500 acres of land available at Palava & Upper Thane for the Industrial Parks; to be monetized over ~15 years

## FY21 Monetization details

Client	Land in Acres	Lodha Share	Total Area (Mn Sqft)	Leased Area (Mn Sqft)	Key Industries
Morgan Stanley (JV)	~130	25%	~2.67	NA	NA
FM Logistics (France)	~31	Outright Sale	NA	NA	Third Party Logistics
US Based Pharma co.	~4		NA	NA	Life Sciences

Leasing started in ESR JV with nearly 0.5mn Sqft. leased out to MNC building materials & equipment manufacturing cos.



# Commercial Rental Assets

One Lodha Place



iThink Thane



iThink Palava



Palava Mall



Area in Mn. Sqft.

Location	Worli (World Towers)	Thane (Clariant Plot)	Palava (Office)	Xperia Mall
Total^ Leasable area	0.75	0.92	0.70	0.42
Ready Area	Under development (Est. completion in FY23)	0.41: Ready Area 0.51: Under development (Est. completion in FY22)	0.27: Ready Area 0.43: Under development (Est. completion in FY22)	0.42: Ready Area
Leased Area	-	0.23	0.15	0.39
4QFY21 Gross realization (INR psf pm)	-	60	38	65*

\*Adjusting for waiver due to Covid, gross realization to be higher at ~INR 90 psf pm

^ Completed and ongoing projects only



# Financial highlights for FY21

INR Cr

INR Cr	Q4 FY21	Q4 FY20*	Variance %	FY21	FY20*	Variance %
Revenue	2,534	2,110	20%	5,449	9,577	(43%)
Adj. EBITDA <sup>^</sup>	943	504	87%	1,711	2,905	(41%)
Adj. EBITDA Margin %	37.2%	23.9%		31.4%	30.3%	
Adj. PAT	312	332	(6%)	511 <sup>**</sup>	1,221	(58%)
Adj. PAT Margin %	11.9%	15.5%		8.9%	12.6%	
Networth	4,599	4,552	1%	4,599	4,552	1%
ROE <sup>^^</sup>				11.2%	29.1%	

\*Proforma for India operations

<sup>^</sup>Adjusted EBITDA = EBITDA + interest included in cost of projects

<sup>\*\*</sup> Adjusted for exceptionals

<sup>^^</sup>basis adjusted PAT for India operations; Networth excluding minority

# Cash flows for 4QFY21

Strong performance leading to robust operating cash flows

INR Cr

INR Cr.	Residential	Office & Retail (for rent)	Industrial	Other Land	Total
Pre-Sales	2,013	-	450	64	2,527
Collections	1,963	28	55	43	2,089
Net* Collections	1,917	26	55	43	2,041
Op. Expenses	659	59	9	-	728
-Const. Exp	459	39	6	-	504
-SG&A	248	21	3	-	272
Cash flow from Operational activities (A)	1,210	-33	46	43	1,266
Interest payment (B)					722
Net loan repayments (C)					468
Net Cash flow (A-B-C)					76

Net Debt reduction:  
INR 544 crores

\*Net of any stamp duty, GST and Hospitality & Property Management expenses



## Update on UK Investments

---

- ✓ During the quarter collection from UK projects amounted to GBP 13 million
- ✓ Targeting repayment of USD denominated bond well ahead of maturity from UK cash flows
- ✓ UK investments expected to repatriate INR 1500 -2000 crores over FY23/FY24 after repaying debt

# Market wise completion plan for ongoing 'for sale' projects

Mn.sqft.

Business	Total Under construction area	Sold/ Unsold	FY22	FY23	FY24	>FY24
South & Central Mumbai	3.31	Sold	0.72	0.32	0.53	--
		Unsold	0.29	0.11	1.34	--
Thane	6.81	Sold	0.50	0.73	1.79	0.10
		Unsold	0.08	0.54	1.24	1.82
Extended Eastern Suburbs	12.09	Sold	1.97	1.64	0.67	0.41
		Unsold	1.20	1.69	2.72	1.79
Western Suburbs	1.46	Sold	0.06	0.06	0.66	--
		Unsold	0.13	0.16	0.38	--
Pune	0.86	Sold	--	--	0.05	0.01
		Unsold	--	--	0.13	0.67
Extended Western Suburbs	0.55	Sold	--	0.55	--	--
		Unsold	--	0.01	--	--
Total	25.06	Sold	3.25	3.30	3.70	0.52
		Unsold	1.70	2.50	5.82	4.28

Revenue recognition for the period



New sales from ready unsold Inventory



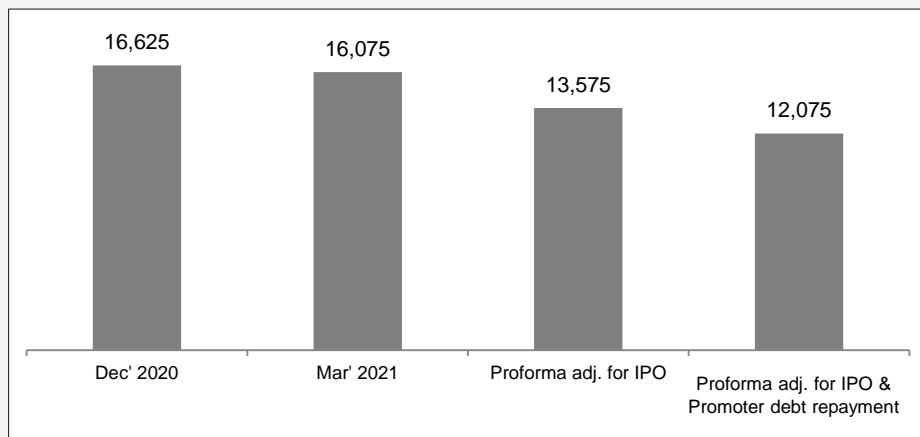
Sales from under-construction project obtaining OC during the period



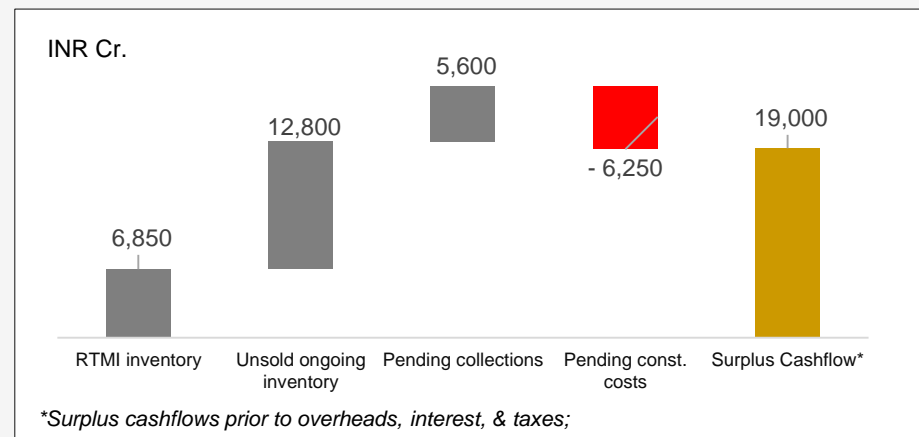
Sale of assets e.g. rental office, land etc.

# Making progress towards the goal of net cash positive

## Trend for Net Debt for India business



## Cash flow from ready & ongoing 'for sale' projects



## Key Leverage Indicators

Net Debt	16,075
Equity	4,599
Avg. cost of Debt**	12.3%
Net Debt/ Equity (Proforma adjusted for IPO)	1.9

## Other sources of cash flows over next 36 months

- ✓ Monetization of leased commercial assets
- ✓ Monetization of Industrial Park through outright sale or JV
- ✓ Receipt from Govt. on account of land acquisition for infrastructure projects
- ✓ Surplus repatriation from London projects
- ✓ Further equity raise to meet MPS norms

\*\* As of 31<sup>st</sup> March 2021





# Consolidated Summary Profit & Loss

INR Cr

Sr. No.	Particulars	Quarter ended			Year ended	
		31-03-2021 (Unaudited)	31-12-2020 (Unaudited)	31-03-2020 (Unaudited)	31-03-2021 (Audited)	31-03-2020 (Audited)
<b>1</b>	<b>Income</b>					
	a) Revenue From Operations	2,534	1,514	3,170	5,449	12,443
	b) Other Income	78	86	34	323	118
	<b>Total Income</b>	<b>2,611</b>	<b>1,600</b>	<b>3,204</b>	<b>5,772</b>	<b>12,561</b>
<b>2</b>	<b>Expenses</b>					
	a) Cost of Projects	1,551	973	2,640	3,604	9,550
	b) Employee Benefits Expense	85	76	56	286	390
	c) Finance Costs (Net)	315	266	152	1,126	730
	d) Depreciation, Impairment and Amortisation Expense	17	18	90	73	292
	e) Other Expenses	89	-8	214	186	595
	<b>Total Expenses</b>	<b>2,057</b>	<b>1,325</b>	<b>3,152</b>	<b>5,276</b>	<b>11,558</b>
<b>3</b>	<b>Pofit/(Loss) Before exceptional Items and Share of Net Loss In Associate and Joint Venture (1-2)</b>	<b>554</b>	<b>274</b>	<b>51</b>	<b>496</b>	<b>1,003</b>
<b>4</b>	Share of Net Loss in Associates and Joint Venture	0	-0	-0	-0	-0
<b>5</b>	Exceptional Items	-	-3	0	-463	0
<b>6</b>	<b>Profit/(Loss) before tax (3+4+5)</b>	<b>555</b>	<b>271</b>	<b>51</b>	<b>33</b>	<b>1,003</b>
<b>7</b>	Tax expense					
	a) Current Tax	-44	-39	-4	-102	-34
	b) Deferred Tax	-198	-0	191	117	-228
<b>8</b>	<b>Net Profit/(Loss) for the period/year (6+7)</b>	<b>312</b>	<b>232</b>	<b>238</b>	<b>48</b>	<b>742</b>
<b>9</b>	<b>Earnings Per Share (EPS) (amount in INR)</b>					
	Basic (not annualised except year end EPS)	7.8	5.7	3.3	1.0	18.4
	Diluted (not annualised except year end EPS)	7.8	5.7	3.3	1.0	18.4

# Consolidated Summary Balance Sheet

	INR Cr	
	As at 31-Mar-21	As at 31-Mar-20
<b>EQUITY AND LIABILITIES</b>		
Equity Share Capital	396	396
Other Equity	4,203	4,156
Non-Controlling Interests	527	519
<b>Total Equity</b>	<b>5,126</b>	<b>5,071</b>
Borrowings	18,193	18,423
Trade Payables	1,698	2,273
Other Financial Liabilities	2,366	2,439
Provisions	21	24
Current Tax Liabilities (Net)	52	18
Deferred Tax Liabilities (Net)	0	0
Other Liabilities	11,852	12,444
<b>Total Liberties</b>	<b>34,183</b>	<b>35,621</b>
<b>Total Equity and Liabilities</b>	<b>39,308</b>	<b>40,693</b>
<b>ASSETS</b>		
Tangible Assets	1,406	1,480
Intangible Assets	547	548
Investments	1,579	1,553
Loans	3,952	4,673
Inventories	28,301	29,031
Trade Rec. (Incl. accrued rev.)	1425	1,304
Cash and Bank Balances	405	219
Other Financial Assets	273	206
Non-Current Tax Assets	209	364
Deferred Tax Assets	210	94
Other Assets	1,001	1,222
<b>Total Asses</b>	<b>39,308</b>	<b>40,693</b>

# Palava logistics & Industrial Park- Strategically located in MMR



- ✓ Clean land titles
- ✓ Execution capabilities
- ✓ High quality infrastructure
- ✓ Proximity to MMR

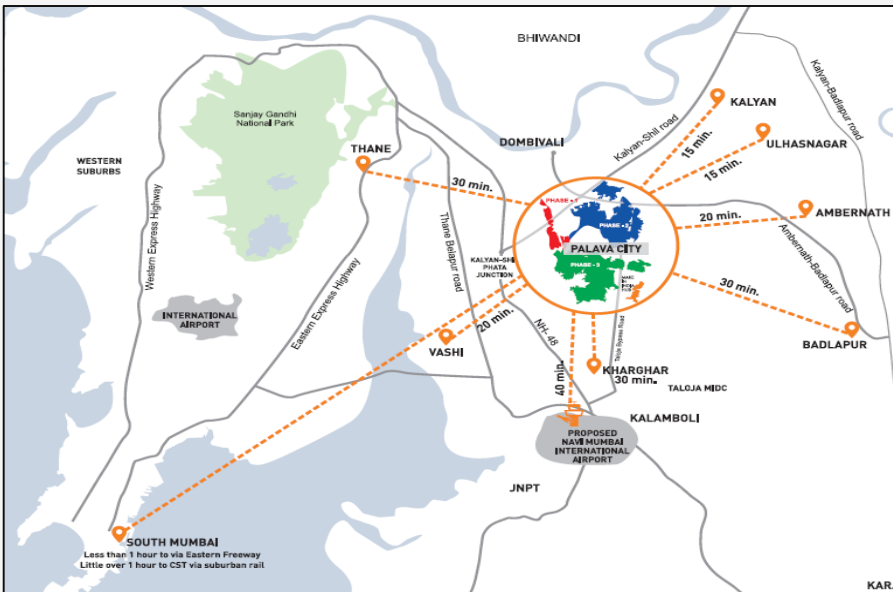
Significant Traction

## Strategically located & well connected

Distance from:	Duration (Min)
Municipal limits of Mumbai	~ 30
JNPT, India's largest port	~ 40
Upcoming intl. airport in Navi Mumbai	~ 30

## New Infrastructure underway around Palava

- Taloja bypass road widening- 80% work completed
- Elevated corridor to Airoli- Ex. completion in 2022
- Taloja Kalyan metro route- Work to start soon
- Virar- Alibaug multi-modal corridor - completion in 2025
- Ongoing widening of Kalyan Shil road



# Key affordable & mid-income projects delivered

Unique ability to create destinations



# Key premium & luxury projects delivered

Unique ability to create destinations



Lodha Altamount



New Cuffe Parade



World Towers



Lodha Park



# 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](mailto:investor.relations@lodhagroup.com)*