

January 6, 2022

To,
Singapore Exchange Securities Trading Limited
2, Shenton Way
Suite 19-00
SGX Centre 1
Singapore 068804

Dear Sir/Madam,

Sub: Intimation of key operational updates for 3QFY22 of Macrotech Developers Limited

**Ref: 14% Secured Senior Notes (due 2023) issued by Lodha Developers International Limited
Stock Code: TQYB**

We enclosed herewith letter to Indian Stock Exchanges informing key operational updates for 3QFY22 of Macrotech Developers Limited.

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

January 6, 2022

The Listing Dept.,
 BSE Limited
 Corporate Relationship Department
 Phiroze Jeejeebhoy Towers
 Dalal Street
 Mumbai- 400001
 Scrip Code: **543287**

The Listing Dept.
 National Stock Exchange of India Limited
 Exchange Plaza, C-1, Block G
 Bandra Kurla Complex
 Bandra (E), Mumbai – 400 051
 Trading Symbol : **LODHA**
 Debt Segment - **DB - LDPL23**

Dear Sir,

Sub: Disclosure pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“the Regulations”)

We would like you to take note of our key operational updates for 3QFY22:

- a) **Pre-Sales:** We had pre-sales of **INR ~2608 crores, our best quarterly performance in last 12 quarters, up 40% on YoY basis** (sales in Q3FY21 were supported by the stamp duty waiver in Maharashtra).

Additionally, our UK investment projects had pre-sales of GBP 191 million (~1910 crores) in the quarter as informed by our release dated January 5, 2022.

- b) **Collections:** Collections were **INR ~2,127 crores** in 3QFY22. **This is up 44% on a YoY basis.**
- c) **Joint Development Agreements (JDAs):** Continuing with our focus on capital light growth, we have entered into JDA for **six additional new projects during the quarter having ~4.8 million sq. ft. of saleable area with GDV of INR ~10,000 crores.** Since our IPO, we have now signed JDAs for eleven projects with cumulative GDV of INR ~14,500 crores.
- d) **Net debt: Net Debt for India business has reduced to INR ~9,925 crores,** already achieving our full-year guidance.
- e) **QIP:** We successfully raised **equity of INR 4,000 crores through QIP during the quarter.** The promoter holding now stands reduced to ~82.5%. We will provide a detailed overview of use of QIP proceeds in our quarterly presentation.

Performance Summary:

(INR Cr.)	3QFY22	3QFY21	2QFY22	YoY (%)	QoQ (%)	YTD
Pre-sales	2,608	1,862	2,003	40%	30%	5,568
Collections	2,127	1,472	1,912	44%	11%	5,754
Net Debt of India Business	9,925	16,625	12,477			

Aforesaid nos. are provisional, subject to limited review

As on quarter end, given the strong momentum in ‘for sale’ vertical and planned asset sales in rental and digital infra verticals, we remain confident about achieving our full year guidance for pre-sales and continuing debt reduction. We note that while the impact to date has been insignificant, we are closely monitoring the impact of intensification of Covid in January and will provide an update during our quarterly presentation.

This is for the information of your members and all concerned. You are requested to disseminate the above information on your respective websites.

Thanking you,

Yours truly,

For Macrotech Developers Limited



Sanjyot Rangnekar
Company Secretary & Compliance Officer
Membership No F4154

