

January 25, 2022

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

Dear Sir/Madam,

Sub: Presentation for analysts and media on Unaudited Financial Results for the quarter and nine months ended December 31, 2021

**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 about investor's presentation on unaudited financial result for the Quarter and nine months ended December 31, 2021.

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 25, 2022

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

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

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/Madam,

Sub: Investor Presentation

We enclose herewith investor's presentation on the Unaudited Financial Results for the quarter and nine months ended December 31, 2021.

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:- A/a

A collage of five images showcasing Lodha's real estate projects. The top-left image shows a modern high-rise building with a landscaped entrance featuring palm trees and a sign that reads 'AMARA'. The top-right image is a large aerial view of a dense residential complex with many high-rise towers, a central green space, and a winding river. The middle-left image shows a low-rise building with a modern, glass-fronted facade. The bottom-left image shows three tall, curved skyscrapers against a blue sky. The bottom-right image shows a large, curved, modern building with a glass facade.

Investor Presentation

Third Quarter FY2022

25th January 2022

INDEX

Page No

Highlights

4

Performance Update

13

Financials

22

Company Overview

28

Annexure

35

Lodha – India's leading real estate developer, strong growth ahead



Leading Residential Platform

India's Largest Real Estate Developer[^]

- **~INR 55,000 Cr** of cumulative sales in the last eight fiscal years
- **~60%** 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**
- **~82 msf** developable area – completed
- **~98 msf** developable area – ongoing & planned

Strong Financial Profile

Strong track record of profitability

- Adj. EBITDA margin** of ~30%
- PAT margin** of ~13%
- High RoE** profile

Annuity like cashflow from townships

- ~900 acres strategic land reserves with developable area of ~75msf (ex. land for digital infrastructure parks)
- Average collections** of INR ~2,000 Cr

Cash flow visibility through inventory

- ~5.3msf of 'for-sale' RTM inventory
- ~14.3msf of ongoing 'for-sale' inventory

Non core cash flows: de-lever faster

- Monetization of ready commercial assets
- Entire UK surplus cash to be repatriated to India in next 5-6 quarters

Multiple Growth Drivers

Future potential to expand further in MMR & Pune

- **~INR 70,000 Cr.** yearly absorption in micro-markets with insignificant presence, which is steadily being addressed through JDA Projects

Asset light growth strategy

- Leveraging our leadership position to become a partner of choice for landowners through JV / JDA Projects
- Signed 11 JDA Projects in MMR + Pune with GDV of INR ~14,600 Cr since IPO, pipeline continues to remain strong

Growing focus on building Digital Infrastructure (DI) platform

- **~3,430 acre** land earmarked for digital infrastructure platform at Palava including logistics, data centres and light industrial
- **~222 acres** already monetized through JVs/ Outright sale

[^]by residential sales over last 8 years;

^{**} ex FY21 which was a Covid impacted year; # average of FY18-20

“World Tower – Ball Room”



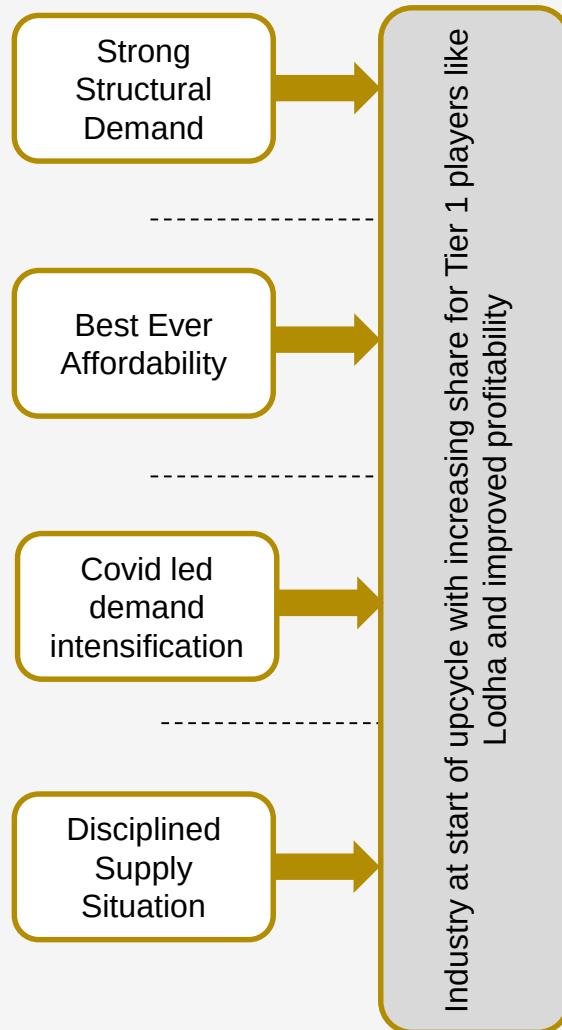
01 Highlights

Housing has entered multi-year up-cycle

Sustained housing demand a consensus view

- *“A lot of optimism in the air on the potential of the housing and real estate sector. This isn’t just feel-good talk, it is real. The Indian real estate market is on the cusp of a new growth cycle”:* Deepak Parekh, Chairman, HDFC ([Link](#))
- *With such a large population of young population in our demographic, we cannot ever deny structural demand for housing in India. Do not see any reason for growth to subside:* Keki Mistry, HDFC ([Link](#))
- *The Indian residential real estate market seems to have embarked on a long-term upcycle. 2022 is expected to emerge better than before:* Anuj Puri, Chairman, Anarock ([Link](#))
- *We are seeing home loan demand at the Rs 40-50 lakh level, we are seeing demand at the Rs 75 lakh level, we are also seeing demand at the Rs 5 crore and Rs 10 crore:* Shanti Ekambaram, President – Consumer Banking, Kotak Mahindra Bank ([Link](#))
- *Housing sector demand strong-* Dinesh Khara, Chairman, SBI ([Link](#))
- *Real estate has been picking up, construction has been picking up and that is contributing to the overall growth.-* Amit Syngle, CEO, Asian Paints ([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 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) leading to **further reduction in mortgage rates...at lowest ever**
- **Narrowing 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 city
- **Disciplined supply** to lead to a **virtuous cycle** for pricing growth & demand

3Q FY22: All round strong performance (1/2)

✓ **Strong Pre-sales performance at INR 2,608 crores  40% YoY, highest in last 12 quarters**

- Affordable & mid-income segment accounted for 63% sales.

✓ **Collections at 2,127 crores ( 44% YoY)**

✓ **Adj. EBITDA at INR 698 crores ( 55% YoY); Adj. EBITDA margin remains strong at 34%**

✓ **PAT of INR 286 crores ( 24% YoY)**

PAT (ex. Forex & Exceptional Items) of INR 279 crores ( 2.2x YoY)

✓ **Signed 6 JDA Projects during the quarter with cumulative GDV of INR ~10,000 crores, thus meeting FY22 guidance by Q3 itself**

- Total 11 JDA Projects signed after IPO in FY22 YTD amounting to cumulative GDV of INR ~14,600 crores

- Pipeline continues to remain robust

✓ **Net debt reduced to INR ~9,896 crores thus achieving the FY22 guidance earlier than scheduled**

✓ **Average cost of debt came down from 11.4% to 11.1% QoQ; ~120 bps reduction in FY22 YTD. Fresh borrowing below 10%**

3Q FY22: All round strong performance (2/2)

- ✓ Successfully raised INR 4,000 crore through a QIP with participation of marquee global investors
- ✓ Benefitted from 50% rebate on early payment of premium / FSI cost; not only has this resulted in significant savings (~600 cr.) but will also lead to significant reduction in approval related payments over next 12-15 months as approvals costs have been frontloaded
- ✓ Launched 2.2 msf area across MMR
- ✓ Achieved completion for 1.1 msf area in MMR
- ✓ ESG : Bagged exceptional scores in S&P Global Corporate Sustainability Assessment and was among the top 13% of companies assessed by S&P Global
- ✓ Awarded “Iconic Luxurious Real Estate Brand of the Year” at the Times Real Estate Conclave Award - 2021



Impact of Omicron on Operations

- ✓ Omicron wave intensified in MMR in mid-December.
- ✓ Minor impact on sales in current quarter (Q4FY22) so far INR ~200 cr
- ✓ No significant impact on construction progress
- ✓ Impact in MMR seems to have now peaked and city is normalizing quickly
- ✓ Assuming no significant further disruption, we do not expect any material impact on our pre-sales guidance

Utilization of QIP Proceeds towards Investments

	Total
Net amount raised	3,946
<i>JDA/ JV Projects (new land)</i>	369
<i>Payments to take benefit of 50% savings on approval costs*</i>	752
<i>Buyout of minority interest in Palava^</i>	646
Surplus	2,179

This surplus is largely intended to be used for growth through capital light JDA model over next 5-6 quarters.

*Benefitted from 50% rebate on early payment of premium / FSI cost by BMC; estimated benefit of ~INR 600 cr

^ Merger has been consummated which will lead to significant operational and financial benefits

Update on Digital Infrastructure

- ✓ Palava Ecosystem: Economic activity ramping up, set to create virtuous cycle
 - A hospital chain buying land to set up 100 bed hospital
 - Pharma company buying land to set up an R&D facility
- ✓ Global retailer to set up a India/APAC logistics hub spread over 1 mn sqft area
- ✓ **Marquee ecommerce player:** Due diligence for 40 acres land progressing well; To consummate in next 3 months
- ✓ Total monetization tied-up till date: ~220 acres
- ✓ Significant traction seen from end users from diverse industries e.g. Global Supply Chain, Life Sciences, Building Materials, Cooling System Manufacturer, 3-PL etc
- ✓ **Digital Infrastructure Platform:** Non binding term sheet signed with 2 marquee investors; Due diligence progressing well and likely to complete in next 3 months



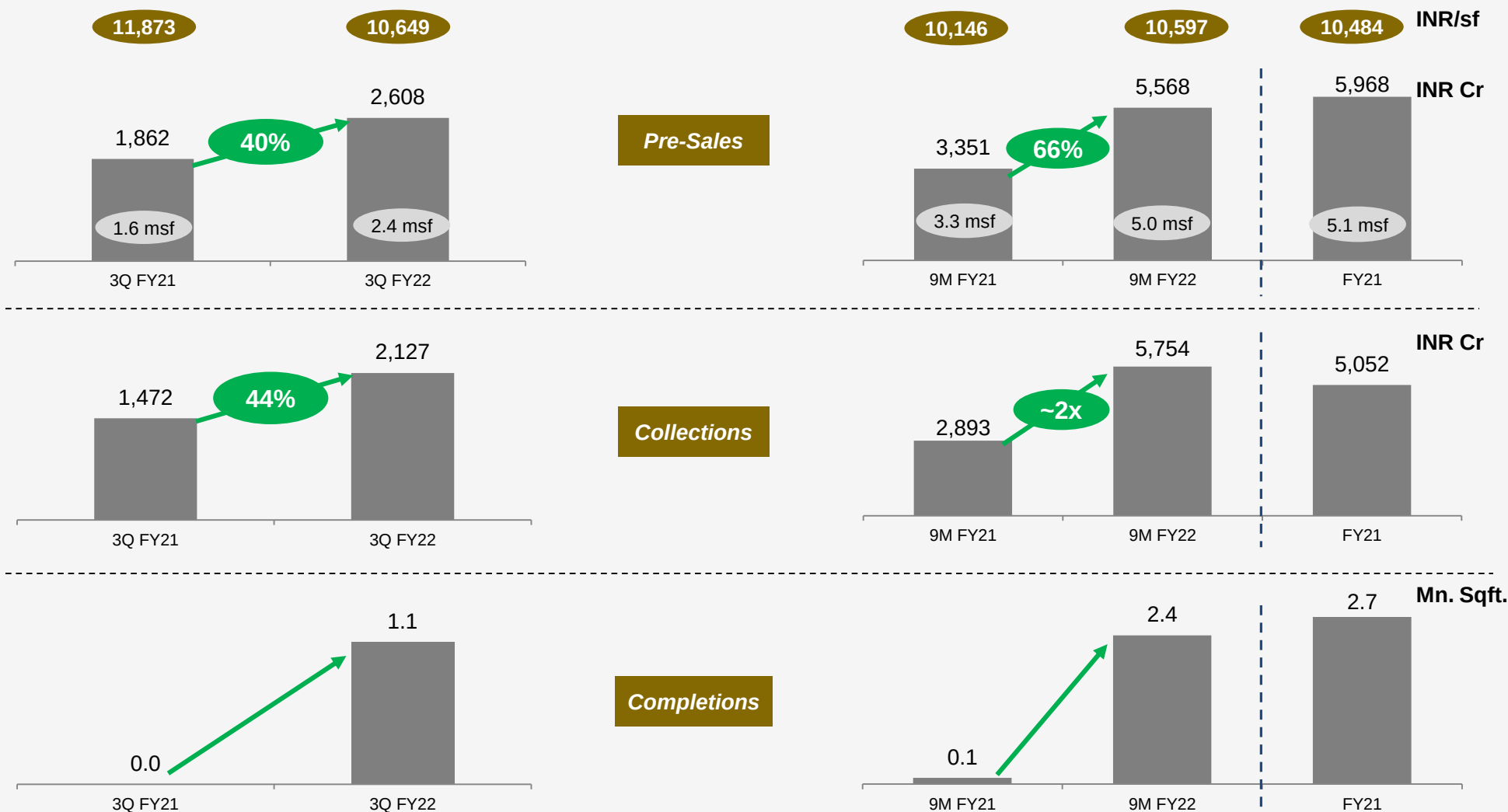
UK Investments: Strongest ever quarterly performance

- ✓ UK projects quarterly performance:
 - GSQ best ever quarterly sales performance (£ 177)
 - LSQ sales at £ 14mn
- ✓ Collections at £ 140mn
- ✓ After ease of restrictions on international travel in Q2FY22, GSQ continued strong performance with sales of ~£ 300mn since then; expect project to be fully sold out by next 4-6 quarters
- ✓ USD bond will be pre-paid from the GSQ sales proceeds
- ✓ Lincoln Square remains on track to be sold out over next 1-2 quarters
- ✓ Consummated refinancing of GSQ inventory debt
- ✓ Entire UK surplus cash to be repatriated to India in next 5-6 quarters



02 Performance Update

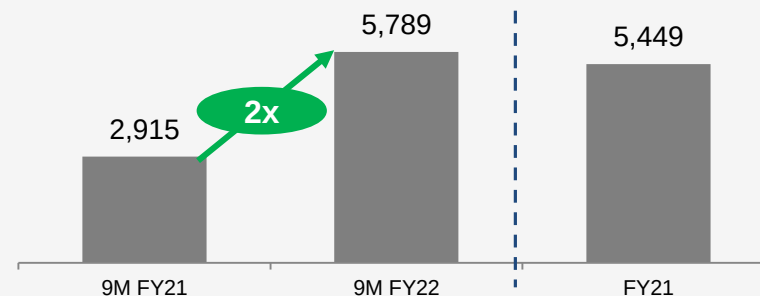
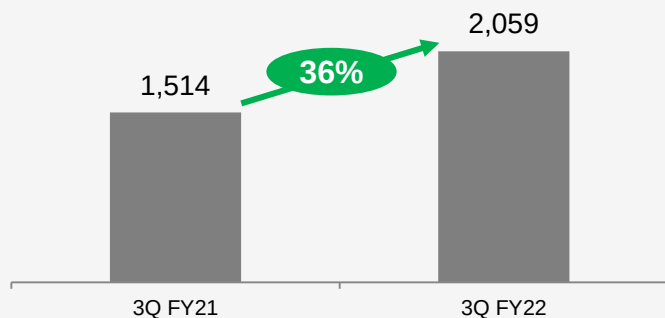
3Q FY22 Operational Performance



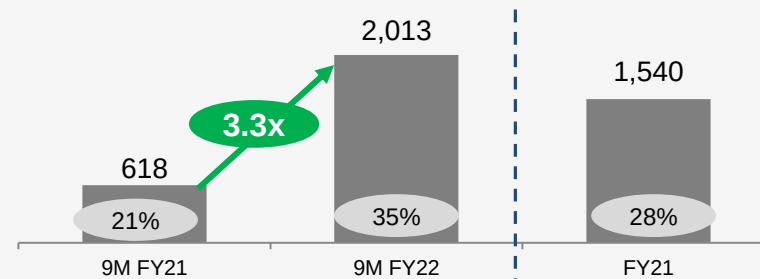
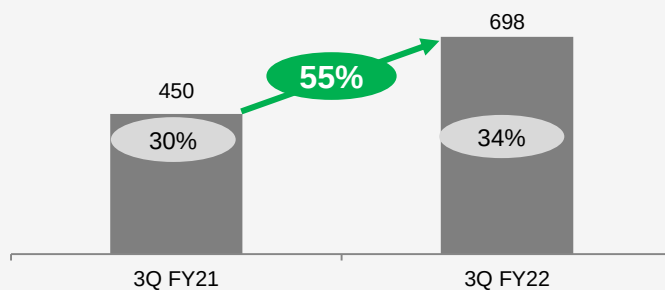
3Q FY22 Financial Performance

INR Cr

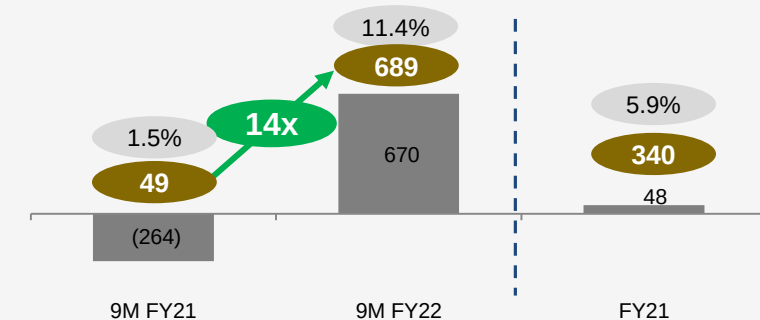
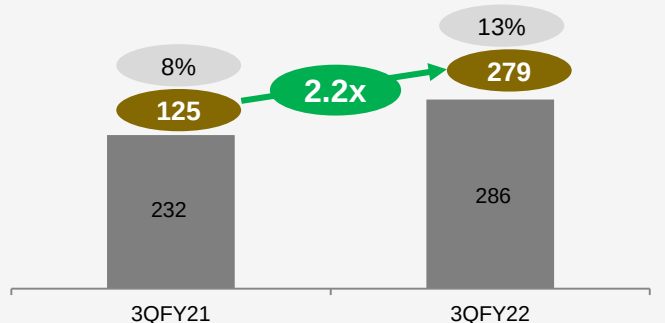
Revenue



Adj. EBITDA



PAT



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

Micro-market performance for 3Q FY22

INR Cr

Micro-markets	Pre-Sales	Average Sales Price (INR psf)	Collections	Construction spends	Area delivered (Mn. sq. ft.)
South & Central	975	25,790	957	208	1.0
Thane	459	9,722	512	109	--
Extended Eastern Suburbs	639	5,743	327	190	--
Western Suburbs	333	14,190	122	50	--
Pune	148	6,925	86	21	--
Eastern Suburbs	51	14,761	6	1	--
Offices & Retail (for rent)	--	--	2	39	0.1
Digital Infrastructure	--	--	108	-	--
Others*	2	--	9	-	--
Total	2,608		2,127	617	1.1

* "Others" include residential sales from other micro-markets as well as Land sale (other than industrial park);

Micro-market performance for 9M FY22

INR Cr

Micro-markets	Pre-Sales	Average Sales Price (INR psf)	Collections	Construction spend	Area delivered (Mn. sq. ft.)
South & Central	2,092	27,319	2,200	640	1.8
Thane	1,132	9,557	1,577	348	0.3
Extended Eastern Suburbs	1,265	5,577	956	564	0.2
Western Suburbs	438	14,234	313	101	0.1
Pune	319	6,981	197	53	--
Eastern Suburbs	74	14,867	9	1	—
Offices & Retail (for rent)	--	--	37	81	0.1
Digital Infrastructure	98	--	289	1	--
Others*	150	--	175	12	--
Total	5,568		5,754	1,800	2.4

* "Others" include residential sales from other micro-markets as well as Land sale (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		
				Own Land	JDA Projects	Own Land	JDA Projects	
	INR Cr			Mn. Sq. ft.				Acres
South & Central	1,948	5,247	2,959	0.9	0.8	1.4	1.1	--
Thane	1,352	295	3,268	0.8	--	3.4	--	--
Extended Eastern Suburbs	1,713	1,508	4,196	3.0	--	45.2	--	~900
Western Suburbs	467	2	1,139	--	0.8	--	0.4	--
Eastern Suburbs	67	--	402	--	1.1	--	2.4	--
Pune	331	229	738	--	0.4	0.2	0.4	--
Offices & Retail (for rent)	10	1,013	2,500	--	--	7.1	--	--
Digital Infrastructure	208	--	300 acres	--	--	500 acres	--	~2,700
Others	81	--	--	0.3	--	--	--	--
Total	6,176	8,293	15,201 + 300 acres	5.0	3.0	57.3 + 500 acres	4.3	~3,600

New Launches: 9M FY22 and likely launches for the rest of FY22

Micro-market	Own/ JDA Project	Launch Qtr/ Yr	Area (Mn .Sq.ft)	Est. GDV (INR cr)	Est. OC	Remarks
Already launched during FY22						
South & Central	Own	1QFY22	0.2	575	2025	Park Signet
Thane	Own	1QFY22	0.4	375	2025	Crown Thane/ Crown Ghodbunder Road
Extended Eastern Suburbs	Own	1QFY22	0.3	160	2023	Palava
Extended Eastern Suburbs	Own	2QFY22	0.2	80	OC Received	Palava
Pune	JDA Project	2QFY22	0.7	475	2025	Pune – NIBM
Eastern Suburbs	JDA Project	2QFY22	0.3	500	2025	Mulund
Extended Eastern Suburbs	Own	3QFY22	1.6	975	2025	Premier/Crown Taloja
Western Suburbs	JDA Project	3QFY22	0.5	630	2026	Kandivali – Woods
Thane	Own	3QFY22	0.1	100	2025	Crown Thane
Total			4.3	3,870		
Further to be launched during FY22						
South & Central	Own	4QFY22	0.6	2,900	2026	
Extended Eastern Suburbs	Own	4QFY22	0.5	300	2026	
Western Suburbs	JDA Project	4QFY22	0.1	210	2026	
Pune	JDA Project	4QFY22	0.1	100	2026	
Total			1.4	3,510		
Grand Total			5.7	7,380		

JDA Update: 11 JDA Projects signed since IPO

INR Cr

Micro-market	Saleable Area (msf)	Est. GDV	Lodha's Commercial interest	Launched / Est. Launch
MMR - Eastern Suburbs #	1.5	2,450	Attributable PBT at 18% of GDV	FY23
MMR - South Central #	0.8	2,100	65% of Revenue	FY23
MMR - South Central #	0.8	2,030	65% of Revenue	FY23
MMR - Eastern Suburbs #	1.0	1,700	Attributable PBT at 18% of GDV	FY23
MMR - Western Suburbs*	1.2	1,470	Attributable PBT at 20% of GDV	Q3FY22
Pune*	1.5	1,025	67.5% of Revenue	Q2FY22
MMR - South Central #	0.4	1,020	65% of Revenue	FY23
MMR - Eastern Suburbs*	0.6	975	69% of Revenue	Q2FY22
MMR - Eastern Suburbs #	0.4	800	Attributable PBT at 20% of GDV	FY23
MMR - Eastern Suburbs	0.3	530	Attributable PBT at 18% of GDV	FY23
MMR - Western Suburbs	0.4	500	Attributable PBT at 20% of GDV	FY23
Total	8.8	14,600		

Commercial Rental Assets

Area in Mn. Sqft.

One Lodha Place



iThink Thane



iThink Palava



Palava Mall



Location	Worli (World Towers)	Thane (Clariant Plot)	Palava (Office)	Xperia Mall*
Total^ Leasable area	0.75	0.41	0.58	0.42
Ready Area	Under development (Est. completion in FY23)	0.41: Ready Area	0.15: Ready Area 0.43: Under development (Est. completion in FY23)	0.42: Ready Area
Leased Area	-	0.23	0.15	0.39
Gross realization (INR psf pm)	-	60	38	*



Financial highlights for 3Q FY22

INR Cr

INR Cr	3Q FY22	3Q FY21	Growth %	9M FY22	9M FY21	Growth (%)
Revenue	2,059	1,514	36%	5,789	2,915	99%
Adj. EBITDA^	698	450	55%	2,013	618	3.3x
Adj. EBITDA (%)	33.9%	29.7%	420bps	34.8%	21.2%	1,360bps
PAT (ex. Forex & Exceptional Items)	279	125	2.2x	689	49	14x
PAT (%) (ex. Forex & Exceptional Items)	13.0%	7.8%	520bps	11.4%	1.5%	990bps
Networth	11,606					
Net D/E	~0.9x					

Consolidated Summary Balance Sheet

INR Cr

ASSETS	As at 31-Mar-21	As at 30- Sep-2021	As at 31-Dec-21
Tangible Assets	1,406	1,375	1,364
Intangible Assets	547	543	541
Investments	1,579	241	227
Loans	3,952	4,213	4,202
Inventories	28,301	28,229	29,568
Trade Rec. (Incl. accrued rev.)	1,425	1,405	1,513
Cash and Bank Balances	405	932	1,268
Other Financial Assets	273	249	640
Non-Current Tax Assets	209	248	301
Deferred Tax Assets	210	128	145
Other Assets	1,001	1,073	1,144
Total Asses	39,308	38,635	40,913

EQUITY AND LIABILITIES	As at 31-Mar-21	As at 30-Sep-21	As at 31-Dec-21
Equity Share Capital	396	447	481
Other Equity	4,203	6,969	11,071
Non-Controlling Interests	527	494	54
Total Equity	5,126	7,911	11,606
Borrowings	18,193	15,148	12,893
Trade Payables	1,698	1,173	1,301
Other Financial Liabilities	2,366	2,622	3,384
Provisions	21	24	23
Current Tax Liabilities (Net)	52	52	10
Deferred Tax Liabilities (Net)	-	15	-
Other Liabilities	11,852	11,688	11,696
Total Liabilities	34,182	30,725	29,307
Total Equity and Liabilities	39,308	38,635	40,913

Cash Flow - 3Q FY22

INR Cr

	Residential	Office & Retail (for rent)	Industrial	Other Land	Total
Pre-Sales	2,606	--	--	1	2,608
Collections	1,998	19	108	2	2,127
Net* Collections	1,812	19	108	2	1,941
Op. Expenses	830	42	--	--	964
<i>-Const. Exp</i>	<i>578</i>	<i>39</i>	<i>--</i>	<i>--</i>	<i>617</i>
<i>-SG&A</i>	<i>252</i>	<i>3</i>	<i>--</i>	<i>--</i>	<i>255</i>
<i>-Taxes</i>					<i>91</i>
Cash flow from Operational activities	981	-23	108	2	978
Land & Investments					155
Interest Payment					421
Net surplus from operations for debt reduction					402

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

Market wise completion plan for ongoing 'for sale' projects

Mn.sq ft.

Business	Total area under construction	Sold/ Unsold*	FY22^	FY23	FY24	>FY24	
						Own	JDA Projects
South & Central Mumbai	2.10	Sold	0.37	0.16	0.19	0.08	--
		Unsold	0.19	0.02	0.99	0.10	--
Thane	7.07	Sold	0.51	0.71	2.30	0.29	--
		Unsold	0.09	0.27	1.10	1.81	--
Extended Eastern Suburbs	14.11	Sold	0.81	3.12	1.01	1.36	--
		Unsold	0.31	2.63	2.59	2.27	--
Western Suburbs	1.86	Sold	0.06	0.03	0.77	--	0.18
		Unsold	0.13	0.14	0.27	--	0.27
Eastern Suburbs	0.32	Sold	--	--	--	--	0.05
		Unsold	--	--	--	--	0.27
Pune	1.49	Sold	--	--	0.06	0.03	0.30
		Unsold	--	--	0.12	0.64	0.33
Extended Western Suburbs	0.55	Sold	--	0.55	--	--	--
		Unsold	--	--	--	--	--
Total	27.49	Sold	1.75	4.57	4.33	1.76	0.54
		Unsold	0.72	3.07	5.06	4.82	0.87

Revenue recognition for the period



New sales from ready unsold Inventory



Sales from under-construction project obtaining OC during the period

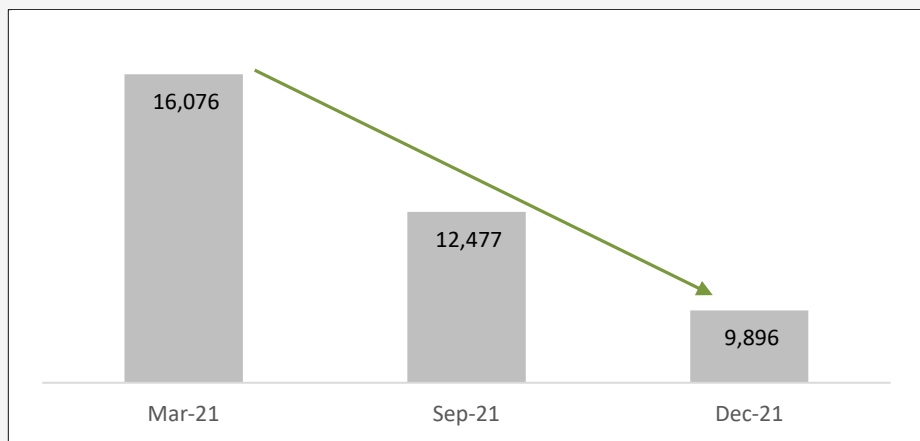


Sale of assets e.g. rental office, land etc.

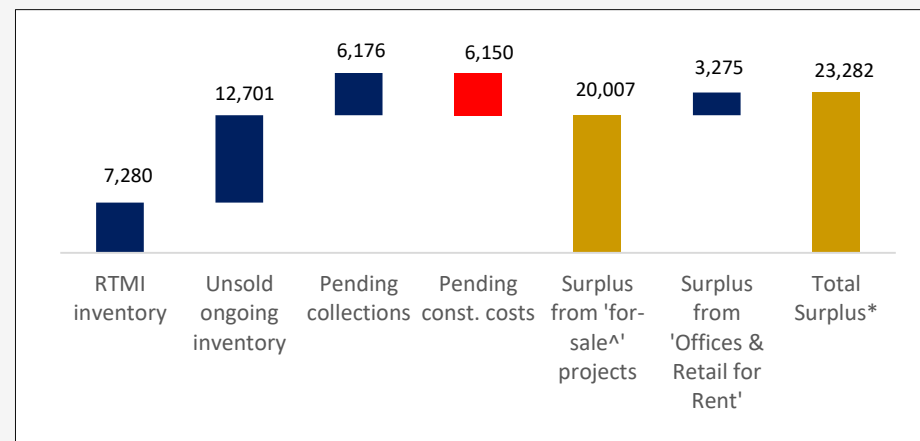
Significant progress towards the goal of net cash positive

INR Cr

Trend for Net Debt for India business



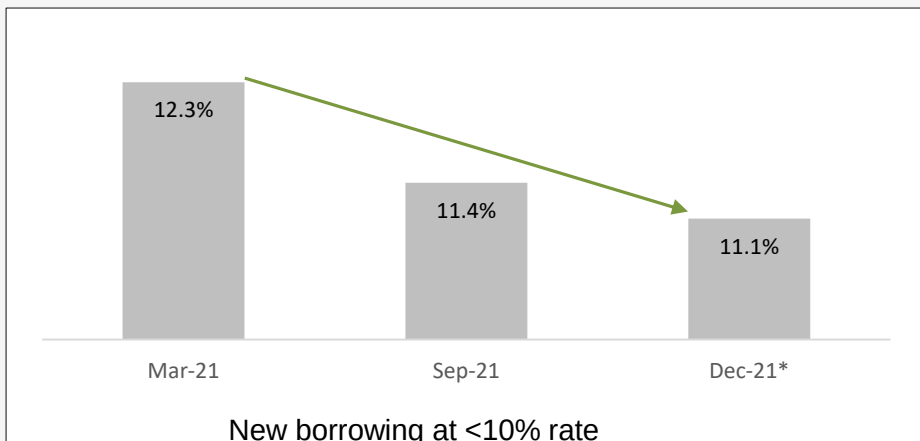
Cash flow from ready & ongoing projects



*Surplus cashflows prior to overheads, interest, & taxes;

^ 'for sale' projects exclude office & retail (for rent), industrial parks & Land sale (other than industrial parks)

Cost of borrowing continues to reduce



Other sources of cash flows FY22-FY24

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

*As of 31st Dec 2021



04 Company Overview

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 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



- **Amongst the top 13% of the global real estate companies assessed by S&P Global with a score of 58 points (in the first year of assessment) in the Corporate Sustainability Assessment (CSA) 2021**
- 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 his architectural and urban design work, which emphasizes an underlying concern for the environment and his passion for innovation;
- Acclaimed for several global developments which have set new benchmarks for sustainability and technology usage e.g. The Edge (Amsterdam), Yandex's global HQ (Moscow),



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

Strong management team

Strong senior-level management team of ~100 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 (ESOPs, career growth opportunities etc)

New Hires



Shaishav Dharia
CEO – Townships and Rental Assets
■ Formerly worked with McKinsey & Company and Logic Tools



Prashant Bindal
Chief Sales Officer
■ Formerly part of Spice Mobility, Walmart India & Hindustan Coca Cola Bev.



Prateek Bhattacharya
President – Mid-income & Affordable Housing
■ Formerly served as Expert Associate Principal at McKinsey and Co.



Rajib Das
President - Eastern Suburbs & Navi Mum.
■ Formerly worked with Godrej Properties, Indiabulls Real Estate



Tikam Jain
President – Pune
■ Grown at Lodha with 25 years of association, Ex-Head Procurement



Ramit Chopra
Head – BD & Leasing, Digital Infra.
■ Formerly worked with Embassy Industrial Parks, Indospace, Colliers



Suneel Gautam
Senior Advisor- Brand, Marketing & Communication
■ Brand communication veteran, founded Clea Advertising, Hanmer & Partners, and Pitchfork Partners



Sushil Kumar Modi
Chief Financial Officer
■ Formerly served as Group CFO- Strategic Finance at GMR Group



Janhavi Sukhtankar
President – Human Resources
■ Formerly held senior positions at Greenpeace International & Aventis Pharma (Sanofi India)



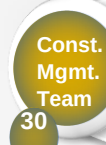
Rajat Kumar Singh
President- Finance
■ Formerly worked with Adani Group, Reliance Group, GMR Group & SAIL



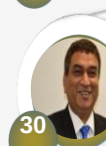
Rajesh Sahana
President – Consumer Experience
■ Formerly worked with Globacom, Reliance Jio, Bharti Airtel, ABN Amro & BofA



Deepak Chitnis
Chief Designer
■ Previously served as senior architect at Oberoi Constructions Pvt Ltd



COOs
■ Col. Ajay Kumar: Ex-Army/ BRO
■ Satish S: Ex-Arabtec.
■ Shrikanth K: Ex- Phoenix
■ Yogendra B: Ex- L&T



Rajesh Agrawal
President - Procurement
■ Formerly served as Group CPO at Adani Ent. & held senior positions at RIL, JSW

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

- **Established our North Star goal of carbon neutrality by 2035 in consultation with RMI, USA:** Aspire to achieve carbon neutrality in our operations by 2035.
- **Committed to set emission targets on 'Science Based Target initiative' within 2022**



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 net carbon impact & enhance biodiversity



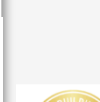
5 star ACs provided + other investments in High Efficiency Equipment

to help reduce electricity consumption



Cross / Natural ventilation

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



LEED Gold certifications for the entire commercial portfolio.

+ BEE star rated
+ Pandemic resilient buildings

Initiating Green Certifications on Residential Portfolio as well. 100% of Portfolio to be certified.



Renewable Energy

Complete Renewable Energy transition underway on Construction Sites
Initiative impact: Up to 40% Carbon Emissions reduction in next 2 years



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



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



61,000+ vaccinations for employees, dependents, 3rd party contractors as well as residents



3.5 lakhs free meals provided during COVID

- 28,500 hours of safety training for associates and 3rd party contractor in YTD December FY22
- Set up **8 Vaccination Centers for residents across Lodha projects**: Recognized by Nanavati MAX Super Specialty Hospital, for being among top private entities to procure vaccines from them for the drive across the city.
- **More than 99% associates are fully vaccinated**. Additionally administered ~1,600 doses to dependents.
- Vaccination drive for associate children age between 15-18
- Financial support (12 months salary) to help the family of deceased associate mitigate financial impact
- Increased associate insurance coverage by 50%
- Multiple programs to bring awareness & improve associate mental & physical health



Promoting Gender Diversity

- Equal opportunity employer with specific mandate for increasing gender diversity
- Female employees* - **25%**
- **4 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



Lodha Code of Conduct

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.



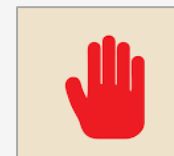
Transparency and Ethics Policy

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.



Consolidated Profit & Loss Summary

INR Cr

Sr. No.	Particulars	Quarter ended			Period Ended		Year ended
		31-12-2021 (Unaudited)	31-12-2020 (Unaudited)	30-09-2021 (Unaudited)	31-12-2021 (Unaudited)	31-12-2020 (Unaudited)	31-03-2021 (Audited)
1	Income						
	a) Revenue From Operations	2,059	1,514	2,124	5,789	2,915	5,449
	b) Other Income	90	86	78	274	245	323
	Total Income	2,149	1,600	2,202	6,063	3,160	5,772
2	Expenses						
	a) Cost of Projects	1,321	973	1,432	3,814	2,052	3,604
	b) Employee Benefits Expense	82	76	92	263	201	286
	c) Finance Costs (Net)	157	266	156	559	811	1,126
	d) Depreciation, Impairment and Amortisation Expense	19	18	18	56	56	73
	e) Other Expenses	171	-8	208	457	98	186
	Total Expenses	1,750	1,325	1,907	5,150	3,219	5,276
3	Profit/(Loss) Before exceptional Items and Share of Net Loss In Associate and Joint Venture (1-2)	399	274	295	913	-58	496
4	Share of Net Loss in Associates and Joint Venture	0	0	0	1	0	-0
5	Exceptional Items	-	-3	-	-	-463	-463
6	Profit/(Loss) before tax (3+4+5)	399	271	295	914	-521	33
7	Tax expense						
	a) Current Tax	0	39	6	7	58	102
	b) Deferred Tax	113	0	66	237	-315	-117
8	Net Profit/(Loss) for the period/year (6+7)	286	232	223	670	-264	48
9	Earnings Per Share (EPS) (amount in INR)						
	Basic (not annualised except year end EPS)	6.15	5.74	4.93	14.83	-6.83	1.01
	Diluted (not annualised except year end EPS)	6.14	5.74	4.92	14.81	-6.83	1.01

Palava Digital Infrastructure Park- Strategically located in MMR



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

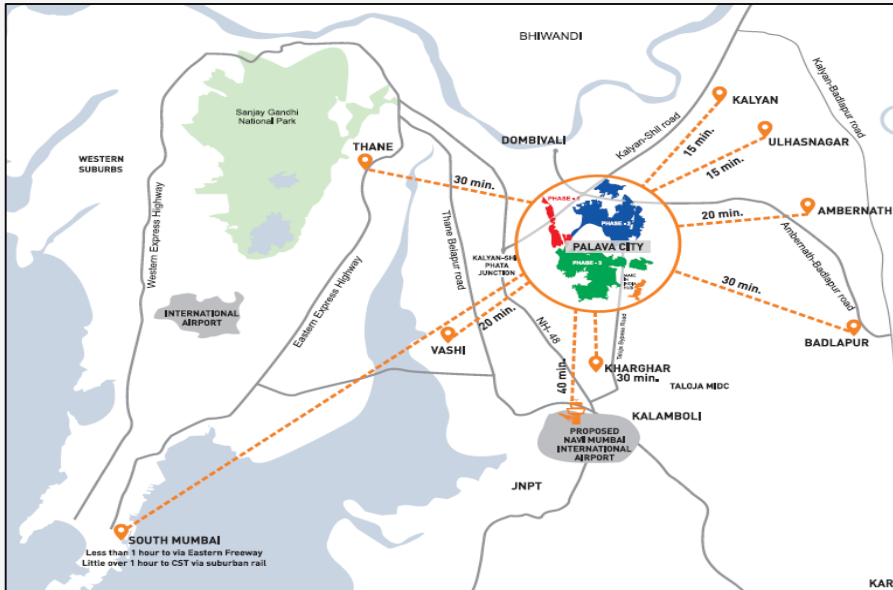
Significant
Traction

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



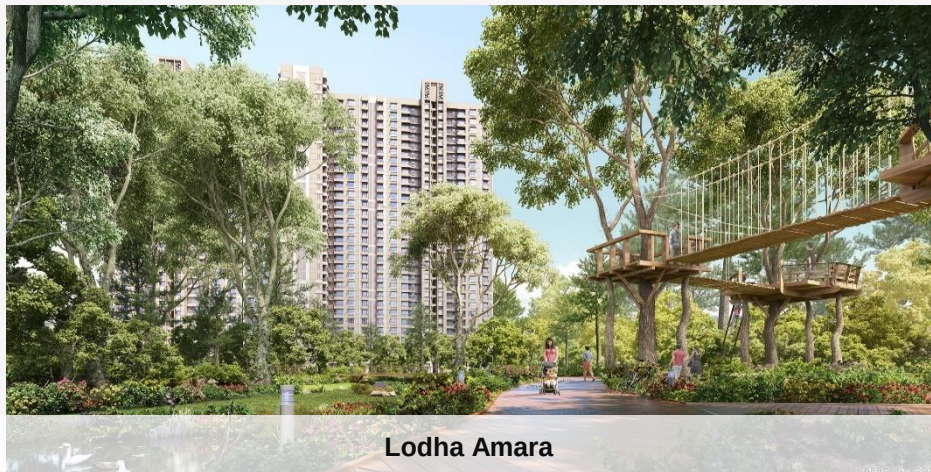
Lodha Upper Thane



Lodha Belmondo



Lodha Splendor



Lodha Amara



Lodha Palava

Key premium & luxury projects delivered

Unique ability to create destinations



Lodha Altamount



New Cuffe Parade



World Towers

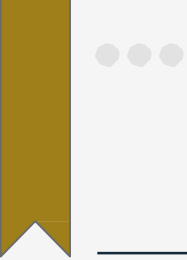


Lodha Park



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