

July 30, 2021

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 ended June 30, 2021

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

We, Macrotech Developers Limited, Parent Guarantor of Lodha Developers International Limited, send herewith a copy of intimation with respect to investor's presentation on unaudited financial result for the Quarter ended June 30, 2021 of Macrotech Developers Limited, which we have submitted with Indian Stock Exchanges.

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

July 30, 2021

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 & DB-LODL23**

Dear Sir/Madam,

Sub: Presentation for analysts and media on Unaudited Financial Results for the quarter ended June 30, 2021

We enclosed herewith investor's presentation on the Unaudited Financial Results for quarter ended June 30, 2021, for 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

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 with a pond, and a winding river in the background. The middle-left image shows a low-rise building with a glass facade and a modern design. The bottom-left image shows three tall, curved skyscrapers with glass facades. The bottom-right image shows a large residential complex with a central green space, a pond, and a winding river in the background.

Investor Presentation

First Quarter FY2022

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01 Company Overview

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



Leading Residential Platform

India's Largest Real Estate Developer[^]

- **~INR 50,000 Cr** of cumulative sales in the last seven fiscal years
- **>50%** 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
- **~76 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

- ~1,100 acres strategic land reserves with developable area of ~93 msf (ex. land for industrial parks)
- Average gross collections** #of INR ~22bn

Cash flow visibility through inventory

- ~5.3msf of 'for-sale' RTM inventory
- 14.7msf of ongoing 'for-sale' inventory

Non core cash flows: de-lever 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 as of 31.3.21, which is steadily being addressed through JDAs

Asset light growth strategy

- Leveraging our leadership position to become a partner of choice for landowners through JVs / JDAs
- Signed 4 JDAs in MMR + Pune with GDV of INR ~35bn in last quarter

Growing focus on building Digital Infrastructure (DI) platform

- **>3500 acre** ongoing & planned digital infrastructure platform at Palava including logistics, data centres and light industrial
- **>275 acres** already monetized through JVs/ Outright sale

[^]by residential sales over last 7 years;

** 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



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.
- Plan to formalise our commitment with Science Based targets during this FY.



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



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



Environmental initiatives implemented



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 (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



25,000+ vaccinations for employees, dependents, 3rd party contractors as well as residents



3.5 lakhs free meals provided during COVID

- Achieved **zero fatality** with more than 16 million hours of safe man hours of construction work across our project sites.
- 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.
- To mitigate impact on families who lose their breadwinner at an untimely age (due to Covid-19 or otherwise), we will pay 12 months salary to the family of any associate who expires while in service of the company.
- Operated **COVID Recovery Center (100 beds)** in South Mumbai.
- Supply of **Oxygen Concentrators** for associates and their family members.
- 24x7 **Free Doctor consultation** for employees and family. Immunity booster kit with essential PPE for all affected employees.



Promoting Gender Diversity

- Equal opportunity employer with specific mandate for increasing gender diversity
- Female 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



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.



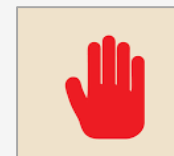
Transparency and Ethics Policy

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.

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
- 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
- Have registered with a leading ESG benchmark (S&P Global) to get ourselves assessed during this FY

Eminent Board of Directors

Expanded the board and inducted UK based Mr. Lee Polisano, an internationally acclaimed architect with demonstrated leadership in sustainability in the built environment, as an Independent Director.



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

High quality management team

Strong senior-level management team of 85 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, career growth opportunities etc)



20+

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



25+

Prashant Bindal
Chief Sales Officer
■ Formerly worked with Spice Mobilitiy, 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+

Rajesh Sahana
President – Consumer Experience
■ Formerly associated with Globacom, Reliance Jio, Bharti Airtel, ABN Amro Bank and Bank of America



18+

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



25+

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



24+

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



24+

Rajat Kumar Singh
President- Finance
Formerly held senior positions with Adani Group, Reliance Group, GMR Group, SAIL & DCM Group



26+

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



30+

COOs
■ **Col. Ajay Kumar:** Ex-Army/ BRO
■ **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

xx Experience in the industry

“World Tower – Ball Room”



02 Highlights

Housing enablers intact post 2nd wave...significant rebound ahead

✓ Strong structural demand to triumph over Covid-led short term dislocation

- *Structural demand for housing in India will always be strong; COVID has proved to be positive for the sector with people looking for bigger homes further accelerating demand for housing: Keki Mistry, Vice Chairman & CEO, HDFC Ltd. ([Link](#))*
- *Given the low mortgage to GDP penetration at 10% in India and the continued shortage of housing, it is evident that the **demand for housing is structural and not pent up demand**: HDFC Annual Report ([Link](#))*
- *In a post-pandemic world, the necessity and comfort of a personal space has resulted in consumers advancing their home buying decision: Y. Viswanatha Gowd, MD & CEO of LIC Housing Finance ([Link](#))*

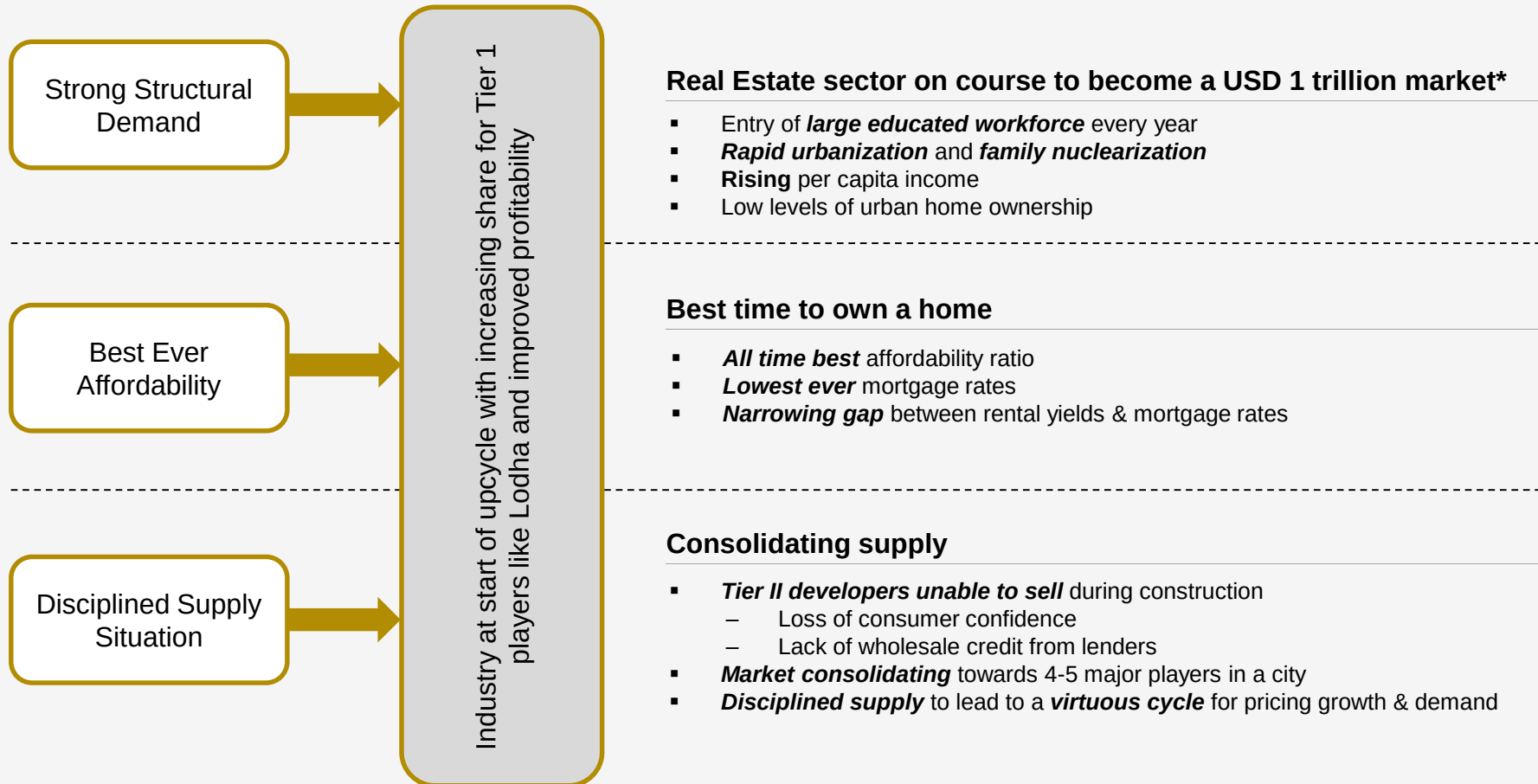
✓ Disciplined supply, global trends augers well for pricing

- *Inventory levels of residential housing units hit a 6-year low in MMR: Anarock ([Link](#))*
- *Major property developers have increased residential prices by 8-10 per cent due to rise in input prices: BS Report ([Link](#))*
- *Globally, house prices are rising at their fastest rate since Q4 2006: Knight Frank's Global House Price Index ([Link](#))*

✓ Consensus building on robust outlook for Digital Infrastructure

- *Strong demand is coming from warehousing and fulfilment centres, owing to the boom in the e-commerce segment. Also, with the build-up of digital infrastructure, demand for data centres have increased: Deepak Parekh, Chairman, HDFC Ltd ([Link](#))*
- *Data centers capacity in Mumbai, is likely to grow 2.65 times to 529 MW by 2023: JLL Report ([Link](#))*
- *Led by E-Commerce, warehouse transactions to grow at 19% CAGR over 2021-26: Knight Frank ([Link](#))*

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



* Anarock Report

Q1 FY22: Strong performance despite 2nd wave of Covid

- ✓ Strong Pre-sales performance of INR 957 crores 88%  YoY despite Covid. While April and May had very limited pre-sales on account of the 2nd Covid wave in India, June saw pre-sales of INR 654 crore.
 - This pick-up in June is despite some continuing Covid related restrictions in our operating markets.
 - Subject to no further Covid related disruptions, we are on track to meet our pre-sales guidance of INR ~9,000 crores
- ✓ Adjusted EBITDA at INR 576 crores  vs. INR 3 crores same quarter preceding year. Adjusted EBITDA margin remains strong at 36%.
- ✓ PAT of INR 161 crores  vs. loss of INR 133 crores same quarter preceding year. PAT adversely affected by negative operating leverage due to 2 months of low sales and moderate construction activity.
- ✓ Net debt reduced by INR 3,641 crores during the quarter. Average cost of debt came down by ~70 bps from 12.3% (Mar'21) to 11.6% (June'21).
- ✓ Credit Rating Upgrade – Credit Rating of the company was upgraded by two notches by India Ratings & Research (Fitch company) from BBB-/ Stable to BBB+/ Stable.
- ✓ ESG :
 - Expanded our board and inducted eminent architect & sustainability visionary, Mr. Lee Polisano, as an Independent Director.
 - Established our North Star goal of carbon neutrality by 2035 in consultation with Rocky Mountain Institute, USA.
 - Have registered with a leading ESG benchmark (S&P Global) to get ourselves assessed.

Other Highlights

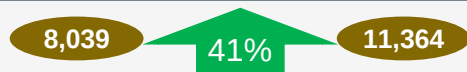
- ✓ Affordable & mid-income segment accounted for 53% pre-sales of the total 'for-sale' pre-sales for 1QFY22. Success of new launch at Park Signet resulted in higher contribution from premium segment.
- ✓ Launched 0.9 msf area in MMR
- ✓ Despite Covid, achieved completion for 0.4 msf area in South & Central MMR
- ✓ Land monetization (other than industrial park) – INR 136 Cr.
- ✓ **On Growth Track; 4* JDAs entered during the quarter**
 - Western Suburbs (2 projects): ~INR 2,100 crores GDV
 - Pune (1 project): ~INR 900 crores GDV
 - Eastern Suburbs (1 project): ~INR 450 crores GDV



03 Performance Update

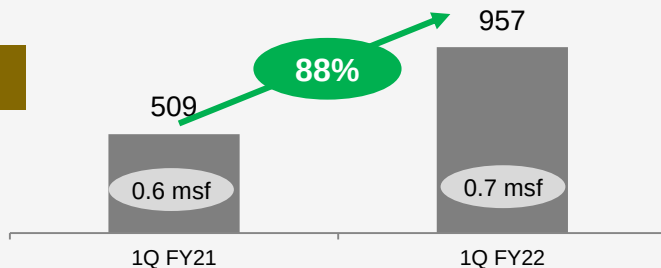
1QFY22 Performance

ASP

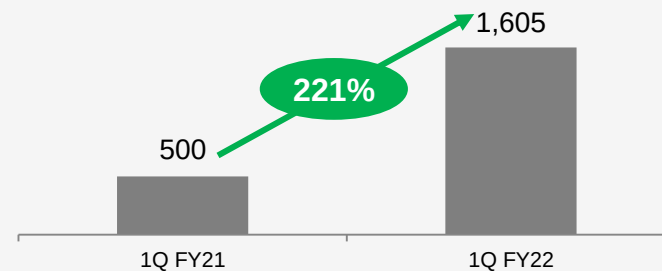


INR Cr

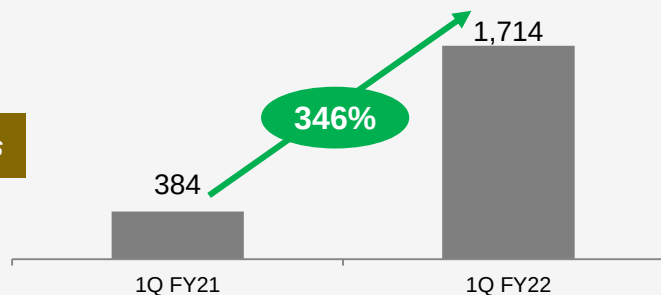
Pre-Sales



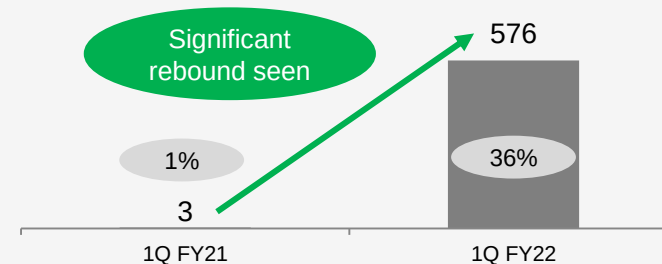
Revenue



Collections

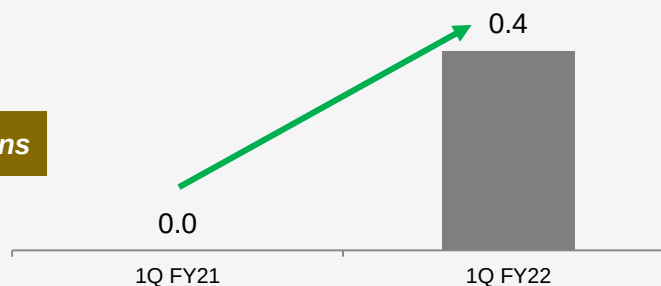


Adj. EBITDA

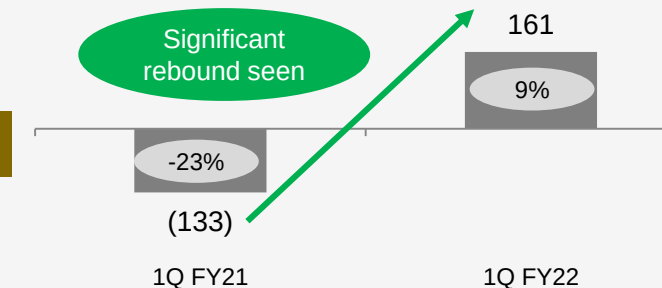


Mn. Sqft.

Completions



PAT



Micro-market performance for 1QFY22

INR Cr

Micro-markets	Pre-Sales	Average Sales Price (INR psf)	Collections	Construction spend	Area delivered (Mn. sq. ft.)
South & Central	385	31,874	616	262	0.4
Thane	215	9,325	526	119	--
Extended Eastern Suburbs	173	5,310	278	208	--
Western Suburbs	28	13,879	77	30	--
Pune	20	8,012	43	16	--
Offices & Retail (for rent)	--	--	17	19	--
Industrial park	--	--	13	1	--
Others*	136	--	144	12	--
Total	957		1,714	667	0.4

*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 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	Own Land	JDA	
	INR Cr			Mn. Sq. ft.				Acres
South & Central	1,768	4,630	4,775	1.1	--	1.2	--	--
Thane	1,456	510	3,650	0.5	--	2.7	--	--
Extended Eastern Suburbs	1,216	1,405	4,250	1.2	--	30.4	--	~1,100
Western Suburbs	265	2	830	--	1.0	--	0.6	--
Eastern Suburbs	--	--	--	--	0.3	--	--	--
Pune	149	225	570	--	0.5	0.2	0.9	--
Offices & Retail (for rent)	10	1,075	3,125	--	--	7.1	--	--
Industrial park	302	--	300 acres	--	--	500 acres	--	~2,700
Others	82	--	--	0.3	--	--	--	--
Total	5,247	7,847	INR 17,200 Cr. + 300 acres	3.1	1.8	41.8 msf + 500 acres	1.5	~3,800

*as on June'21

^Land bank is surplus land beyond the ongoing & planned projects

New Launches: 1QFY 22 and likely launches for the rest of FY22

INR Cr

Micro-market	Own/ JDA	Launch Qtr/ Yr	Area (Mn .Sq.ft)	Est. GDV	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	Panacea
Total			0.9	1,110		
Further to be launched during FY22						
South & Central	Own	FY22	0.7	2,000	2025	Tardeo/ NCP
Thane	Own	FY22	0.3	325	2025	Crown Thane/ Crown Majiwada
Extended Eastern Suburbs	Own	FY22	1.0	625	2025	Palava
Extended Western Suburbs	Own	FY22	0.3	200	2025	Mira Road
Western Suburbs	JDA	FY22	1.0	1,350	2025	
Eastern Suburbs	JDA	FY22	0.3	450	2025	
Pune	JDA	FY22	0.5	325	2025	
Total			4.1	5,275		

Business Development Update - JDAs Signed

INR Cr.

Micro-market	Saleable Area (Mn .Sq.ft)	Est. GDV	Lodha's Commercial interest	Est. Launch
MMR- Western Suburbs	1.2	1,500	Attributable PBT at 20% of GDV	H2FY22
Pune	1.4	900	67.5% of Revenue	H2FY22
MMR- Western Suburbs	0.4	600	Attributable PBT at 20% of GDV	H2FY22
MMR- Eastern Suburbs	0.3	450	Attributable PBT at 18% of GDV	H2FY22
Total	3.3	3,450		



Update on Digital Infrastructure

- ✓ Till date monetized 275+ acres of which 165 acres monetized in 4QFY21
- ✓ Morgan Stanley Transaction: Expected completion in 2QFY22
- ✓ Concluded sale of ~22 acre land parcel to Flyjac Logistics (subsidiary of Hitachi Transport System Group), a Japanese 3-PL company (July'2021)
- ✓ In advanced discussions with a marquee e-commerce player for one of their largest distribution centres in the country (~40 acre land)
- ✓ Significant traction seen from end users from diverse industries e.g. Life Sciences, Building Materials, Cooling System Manufacturer, 3-PL etc.

Long term investors wanting to form strategic partnership to capture the opportunity around Digital Infrastructure (DI) development

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	0.92	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
1QFY22 Gross realization (INR psf pm)	-	60	38	*

*Rentals disrupted due to Covid led lockdowns and closure of Malls; Pre-Covid, gross realization at ~INR 90 psf pm

^ Completed and ongoing projects only



Financial highlights for Q1 FY22

INR Cr

INR Cr	Q1 FY22	Q1 FY21	Variance %	FY21
Revenue	1,605	500	221%	5,449
Adj. EBITDA^	576	3	Strong Rebound	1,711
Adj. EBITDA Margin %	35.9%	0.7%	Strong Rebound	31.4%
PAT	161	-133	220%	511**
PAT Margin %	9.3%	-23.3%	Strong Rebound	8.9%
Networth	7,205	4,417		4,559
ROE^^				11.2%

^Adjusted EBITDA = EBITDA + interest included in cost of projects

** Adjusted for exceptionals

^^basis adjusted PAT for India operations; Networth excluding minority

Cash flows for 1QFY22

INR Cr					
INR Cr.	Residential	Office & Retail (for rent)	Industrial	Other Land	Total
Pre-Sales	821	--	--	136	957
Collections	1,548	17	13	136	1,714
Net* Collections	1,342	17	13	136	1,507
Op. Expenses	887	26	3	--	942
-Const. Exp	647	19	1	--	667
-SG&A	240	7	2	--	249
-Taxes					26
Cash flow from Operational activities (A)	454	-9	11	136	565
Land, Approvals & JV/JDA investment (B)	404	--	--	--	404
Interest payment (C)					564
Net IPO Proceeds (D)					2,408
Promoter Loan Repayment (E)					1,636
Loan repayments (F)					2,766
Increase in Cash in hand (A-B-C+D+E-F)					875

Net Debt reduction:
INR 3,641 crores

Update on UK Investments

- ✓ UK projects quarterly performance:
 - Sales: GBP 22 million
 - Collection: GBP 26 million
- ✓ Targeting partial pre-payment of USD denominated bond
- ✓ UK investments expected to repatriate INR 1500-2000 crores over next three years after repaying debt

“Enquiry levels in London are now ahead of pre-pandemic levels, signaling the return of confidence to the London market as we emerge from the restrictions of the last 15 months”:

Rob Perrins,
CEO Berkeley Group, UK
[\(Link\)](#)

Market wise completion plan for ongoing 'for sale' projects

Mn.sqft.

Business	Total area under construction	Sold/ Unsold	FY22^	FY23	FY24	>FY24
South & Central Mumbai	3.13	Sold	0.88	0.22	0.10	0.07
		Unsold	0.71	0.21	0.82	0.12
Thane	7.26	Sold	0.78	1.83	0.64	0.12
		Unsold	0.12	0.54	0.74	2.50
Extended Eastern Suburbs	12.38	Sold	1.46	2.23	0.72	0.48
		Unsold	0.92	1.80	3.04	1.72
Western Suburbs	1.46	Sold	0.65	0.08	0.07	--
		Unsold	0.37	0.16	0.12	--
Pune	0.86	Sold	--	--	0.05	0.02
		Unsold	--	--	0.12	0.66
Extended Western Suburbs	0.55	Sold	--	0.55	--	--
		Unsold	--	0.01	--	--
Total	25.63	Sold	3.77	4.91	1.59	0.68
		Unsold	2.13	2.71	4.85	5.00

Revenue
recognition for
the period



New sales from ready
unsold Inventory



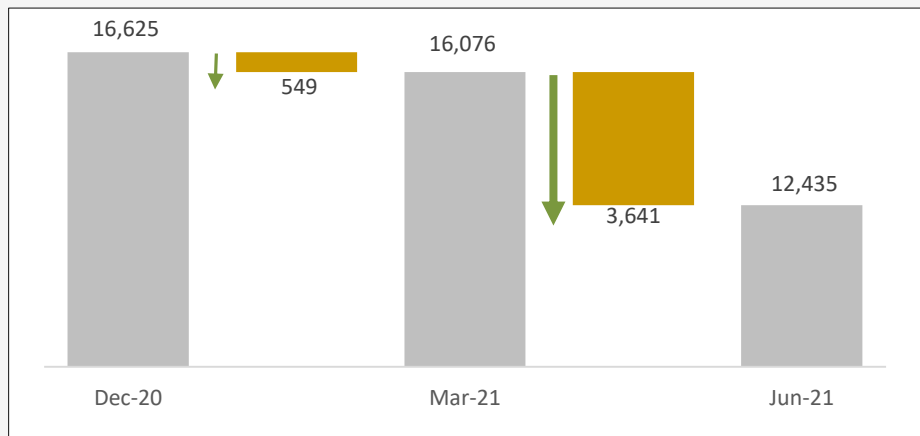
Sales from under-construction
project obtaining OC during
the period



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

Significant progress towards the goal of net cash positive

Trend for Net Debt for India business

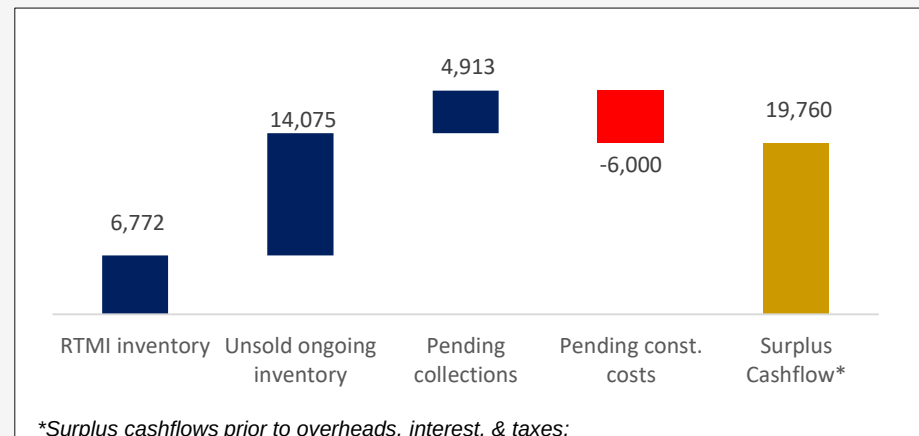


Key Leverage Indicators

Net Debt	12,425
Equity	7,205
Avg. cost of Debt**	11.6% (vs. 12.3% in 4QFY21)
Net Debt/ Equity	1.7x

** As of 30th June 2021

Cash flow from ready & ongoing 'for sale^{^^}' projects



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

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

Other sources of cash flows FY22-FY24

- ✓ 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



Consolidated Summary Profit & Loss

INR Cr

Sr. No.	Particulars	Quarter ended			Year ended
		30-06-2021 (Unaudited)	31-03-2021 (Audited)	30-06-2020 (Unaudited)	31-03-2021 (Audited)
1	Income				
	a) Revenue From Operations	1,605	2,534	500	5,449
	b) Other Income	107	78	72	323
	Total Income	1,712	2,611	573	5,772
2	Expenses				
	a) Cost of Projects	1,061	1,551	429	3,604
	b) Employee Benefits Expense	90	85	58	286
	c) Finance Costs (Net)	245	315	244	1,126
	d) Depreciation, Impairment and Amortisation Expense	19	17	20	73
	e) Other Expenses	79	89	67	186
	Total Expenses	1,493	2,057	818	5,276
3	Pofit/(Loss) Before exceptional Items and Share of Net Loss In Associate and Joint Venture (1-2)	219	554	-246	496
4	Share of Net Loss in Associates and Joint Venture	0	0	0	-0
5	Exceptional Items	-	-	15	-463
6	Profit/(Loss) before tax (3+4+5)	220	555	-231	33
7	Tax expense				
	a) Current Tax	-0	-44	-7	-102
	b) Deferred Tax	-59	-198	104	117
8	Net Profit/(Loss) for the period/year (6+7)	161	312	-133	48
9	Earnings Per Share (EPS) (amount in INR)				
	Basic (not annualised except year end EPS)	3.7	7.8	-3.4	1.0
	Diluted (not annualised except year end EPS)	3.7	7.8	-3.4	1.0

Consolidated Summary Balance Sheet

			INR Cr		
EQUITY AND LIABILITIES	As at 30-Jun-21	As at 31-Mar-21	ASSETS	As at 30-Jun-21	As at 31-Mar-21
Equity Share Capital	447	396	Tangible Assets	1,390	1,406
Other Equity	6,758	4,203	Intangible Assets	545	547
Non-Controlling Interests	518	527	Investments	615	1,579
Total Equity	7,723	5,126	Loans	4,160	3,952
Borrowings	15,436	18,193	Inventories	28,149	28,301
Trade Payables	1,167	1,698	Trade Rec. (Incl. accrued rev.)	1,327	1425
Other Financial Liabilities	2,506	2,366	Cash and Bank Balances	832	405
Provisions	23	21	Other Financial Assets	160	273
Current Tax Liabilities (Net)	50	52	Non-Current Tax Assets	232	209
Other Liabilities	11,738	11,852	Deferred Tax Assets	177	210
Total Liabilities	30,918	34,183	Other Assets	1,053	1,001
Total Equity and Liabilities	38,641	39,308	Total Asses	38,641	39,308

Palava logistics & Industrial Park- Strategically located in MMR



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

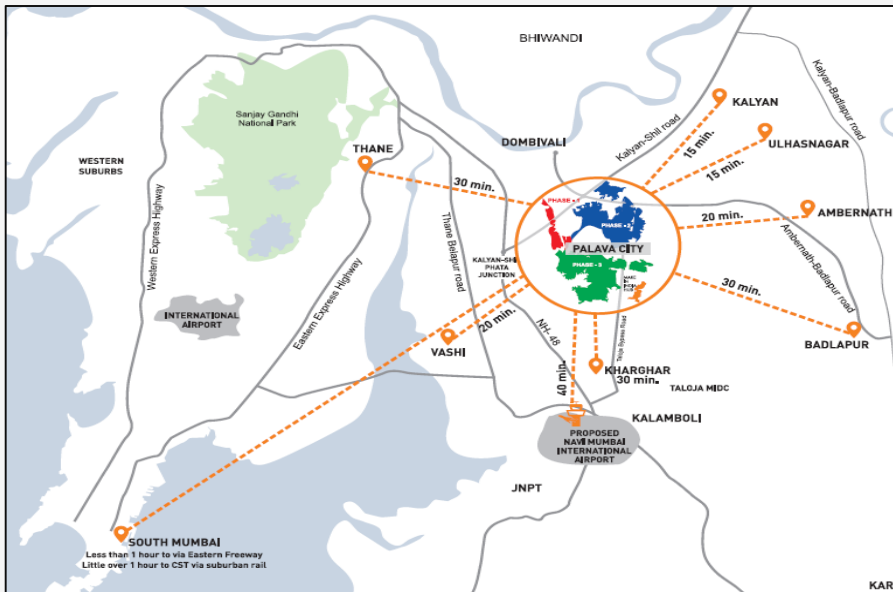
Significant
Traction

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



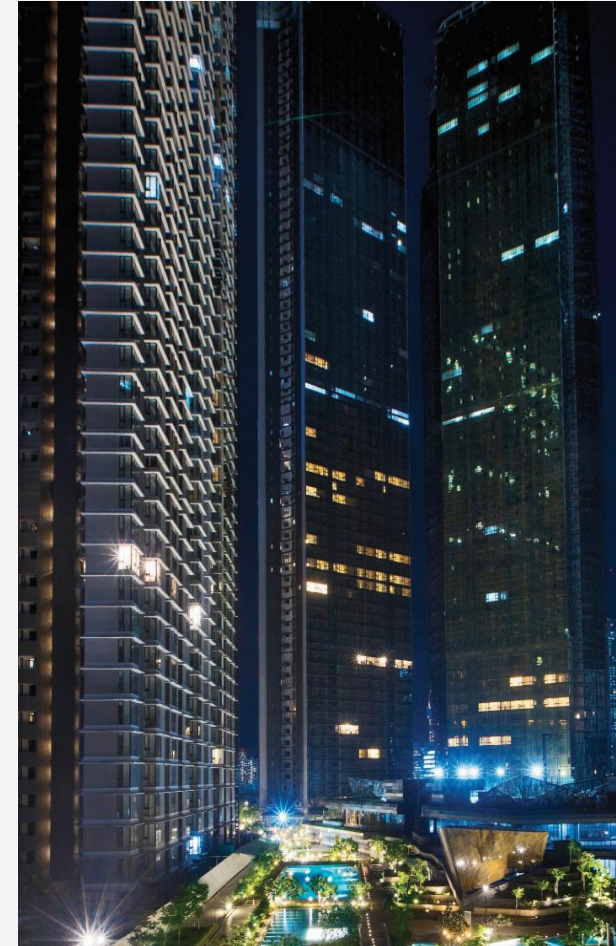
Lodha Altamount



New Cuffe Parade



World Towers

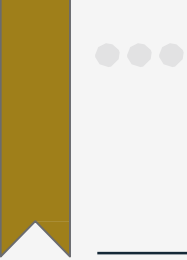


Lodha Park



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