

October 4, 2024

BSE Limited

Scrip Code: 543287

Debt Segment – 974511, 974986, 975053, 975115, 975192, 975560

National Stock Exchange of India Limited

Trading Symbol: LODHA

Dear Sirs,

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

We would like you to take note of our key operational updates for Q2FY25:

- a) **Pre-Sales:** We achieved our **best ever quarterly** pre-sales of **INR 42.9bn**, showing growth of 21% on YoY despite the inauspicious ‘*Shradhh*’ period falling in September this FY (vs October in FY24). Thus, we have achieved pre-sales of INR ~83bn in H1FY25. Having achieved 21% YoY pre-sales growth in first half and with the festive season commencing, the company is on target to meet its full-year guidance of 20% pre-sales growth.
- b) **Collections:** Collections were **INR 30.7bn** for Q2FY25 showing a growth of 11% YoY.
- c) **Business development:** We added four projects in Pune and Bengaluru, having **INR 55bn of GDV**. Business development for the 1st half of the fiscal stands at **INR 166bn, which is >75% of full year guidance of INR 210bn**. We continue to see a strong pipeline of business development opportunities for our residential business.

Additionally, we acquired ~45 acres of land for our Digital Infrastructure (warehousing and industrial) business in Chennai, as well as entered into agreement to increase our stake in the rental income (PropCo) from our Digital Infrastructure platform to 66.7% (from earlier ~33%). We continue to see further opportunities to scale our Digital Infrastructure portfolio.

- d) **Net debt:** Our **net debt is INR 49.2bn**, well below our ceiling of 0.5x Net Debt/Equity.

Performance Summary:

(INR bn.)	Q2FY25	Q2FY24	Q1FY25	YoY (%)	QoQ (%)	1HFY25	1HFY24	YoY (%)
Pre-sales	42.9	35.3	40.3	21%	6%	83.2	68.9	21%
Collections	30.7	27.5	26.9	11%	14%	57.6	51.6	12%

Aforesaid nos. are provisional, subject to limited review

Kindly take the above information on your records.

Thanking you,

Yours sincerely,

For Macrotech Developers Limited

Sanjyot Rangnekar
Company Secretary & Compliance Officer
Membership No. F4154