

July 30, 2024

**BSE Limited**

Scrip Code: 543287

Debt Segment – 974163, 974199, 974473, 974511, 974986, 975053, 975115, 975192, 975560

**National Stock Exchange of India Limited**

Trading Symbol: LODHA

Dear Sirs,

**Sub: Investor Presentation on Financial Results for the quarter ended June 30, 2024**

**Ref: Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ('Listing Regulations')**

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Pursuant to the Listing Regulations, we enclose herewith the Investor Presentation on Financial Results for the quarter ended June 30, 2024.

The same is also being uploaded on the Company's website at [www.lodhagroup.in](http://www.lodhagroup.in).

Kindly take the above information on your record.

Thanking you,

Yours faithfully,

**For Macrotech Developers Limited**

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

*Encl: As above*



**Investor Presentation**  
First Quarter FY2025  
30<sup>th</sup> July, 2024

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# Lodha – India's leading real estate developer



## Leading Residential Platform

### Amongst India's Largest Real Estate Developers

- **INR ~915bn** of Pre-sales and **INR ~874bn** of collections (95% of Pre-sales) **since FY14**

### Diversified portfolio providing resilient growth

- ~40 operating projects contributing to sales
- **Presence across luxury, premium, mid-income & affordable:**

### Focus on 3 cities contributing 2/3<sup>rd</sup> primary homes sales (INR 2.2tn) amongst Top 7 Indian cities

- ~10% market share in MMR
- Accelerating growth in Pune
- Good start to 2 pilot projects in Bengaluru

### Operational Excellence & Strong Brand

- **Premium** brand positioning and high recall
- **High quality** leadership team
- **Best value from construction spends:**
  - Amongst only engineering led and engineering focused RE companies
  - No margin leakage to GC
- **Industry leading ESG practices & ratings**

## Strong Financial Profile

### Strong operating cash flow generation giving ability to grow & de-lever in tandem

#### FY 24 performance:

- Operating cash flow: INR ~57bn
- Cash available for investment & capital providers: ~50bn
- Net debt reduction: INR ~41bn: INR ~11bn from operations + INR ~30bn from capital raise
- Rewarding shareholders: Steadily growing dividend: INR 2.25/sh for FY24 (+125% of FY23)


### Strong profitability track record; further expansion due to scale up, price growth & debt reduction

- Sustained adj. EBITDA margin of ~30%
- FY24 Pro-forma RoE at ~19%<sup>1</sup>, **target 20% by FY26**

### Conservative leverage: Net debt capped at 0.5x D/E

- Net debt at INR 43.2bn, 0.24x Equity, well below ceiling
- AA- (Positive) - 6 upgrades already since 2021

### Annuity like cashflow from townships

- FY 24 sales INR ~22bn; Collections INR ~22bn
- Infra project completion (FY 25-29) to lead to step change  in volume and margins
- 600+ mn sft dev potential. Estimated sales of US\$ 175+ bn in next 3 decades with EBITDA margin expanding to 50%

## Multiple Growth Drivers

### Planned consistent growth of ~20% p.a. in housing

- Dual consolidation – both on demand & supply side – a huge tailwind for Tier -1 brands
- Significant headroom to grow in MMR, Pune and Bengaluru through 'supermarket' strategy of presence every 2-4 km radius

### Building recurring / annuity income - targeting INR ~5bn of net income by FY26 and INR ~15bn by FY31

- Growing Property Management business, with digital layer, aligned to residential growth
- Rental income from warehousing/industrial, retail high street and select office

### Partner of choice for landowners, lenders & investors

- Added 36 projects with GDV of INR ~658bn since IPO (10 projects with GDV of INR 203bn added in FY24)

# Impact of change in LTCG tax on Real Estate (1/2)

## Illustration: Sample unit - 1000 sft carpet area unit in Central Mumbai

Purchase Year (all fig. in INR mn)	1985	2005	2022
Purchase Price	4	15	45
Sale Year	2024	2024	2024
Sale Price (INR mn)	40	50	60
Cost with indexation upto date of sale	44	47	49
Cost of acquisition or RR value as on 1.4.2001, whichever is higher	12	NA	NA
LTCG pre-Budget 2024	-3.6	3	11
LTCG post Budget 2024	28	35	15
<b>Tax pre-Budget 2024</b>	-	<b>0.8</b>	<b>2.5</b>
<b>Tax post Budget 2024</b>	<b>4.2</b>	<b>5.2</b>	<b>2.2</b>
<b>Increase in tax liability post Budget 2024</b>	<b>NA</b>	<b>532%</b>	<b>-12%</b>

## Returns across various fixed income products assuming slab rate at 35%

Fixed income asset type	Gross	Net of taxes
FD	7.0%	4.6%
Debt MF	7.5%	4.9%
<b>Real Estate</b>	<b>11.0%</b>	<b>9.3%</b>
Rental (standard deduction of 30%)	3.0%	2.3%
Capital appreciation (taxed at 12.5%)	8.0%	7.0%

# Impact of change in LTCG tax on Real Estate (2/2)

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## Pros

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- ✓ Real estate is the best asset class on post tax basis vs fixed income product class such as FD, Debt MF
- ✓ More tax liability on sale of old properties, nudging taxpayer to invest in new residential house u/s. 54 to save tax
- ✓ Higher capital gain will lead to higher investment for claiming benefit u/s. 54
- ✓ Under new tax regime, tax liability will be lower for new investments held for longer horizon – will encourage real estate as long term investment avenue
- ✓ Increased awareness that RE produces good, long-term compounding

## Cons

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- ✓ Change in higher taxation may lead to short term disruption in secondary sale transaction



## 01 Highlights

# Key Performance Indicators

## Pre-sales

✓ INR 40.3bn (  20% YoY), best ever Q1

## Embedded EBITDA Margin<sup>1</sup>

✓ ~33%

## New Projects Added

✓ Three projects with INR 111bn of GDV having development potential of 2.7 mn sq ft saleable area

## ESG & Brand Performance

- ✓ Lodha Genius Program, our flagship education initiative, had its second cohort of ~200 bright young minds from across India being mentored by group of diverse faculty members & experts including from CERN, Stanford, IIT, etc.
- ✓ 64th rank in “Great Place to Work” out of 2,000 companies in India, only real estate company to feature in Top 100



# Q1FY25 - Other Operating Highlights

## Price Growth

↑ ~2%

*Q1FY25 price growth<sup>1</sup>*

## Launches

**1.8 msf**

## Handovers

**1,777 units**

## Net Debt

**INR 43.2bn**

- *Net D/E at 0.24x, well below our 0.5x equity ceiling*
- *Avg. cost of debt at 9.1% (down ↑ 30 bps QoQ)*

# Cash Flow

INR bn

	'For Sale'	Annuity	Q1FY25	FY24
<b>Pre-Sales</b>	<b>40.3</b>	<b>-</b>	<b>40.3</b>	<b>145.2</b>
<b>Collections</b>	<b>26.4</b>	<b>0.6</b>	<b>26.9</b>	<b>112.6</b>
<b>Net Collections<sup>1</sup></b>	<b>22.9</b>	<b>0.6</b>	<b>23.5</b>	<b>106.8</b>
<b>Op. Expenses</b>	<b>16.9</b>	<b>-</b>	<b>16.9</b>	<b>49.6</b>
- Const. Exp	11.9	-	11.9	36.0
- SG&A	4.0	-	4.0	14.0
- Taxes	-	-	0.9	(0.4)
<b>Operating cash flow</b>	<b>6.0</b>	<b>0.6</b>	<b>6.6</b>	<b>57.2</b>
- Interest payments			1.7	7.7
<b>Cash flow for growth &amp; capital providers</b>			<b>5.0</b>	<b>49.5</b>
- Growth Investments <sup>2</sup>			18.0	40.7
-Dividend Payout(-) / Equity Raise(+)			-	31.8
<b>Decrease / (Increase) in Net Debt</b>			<b>(13.1)</b>	<b>40.6</b>

*Investment in growth led to increase in Net Debt, well within ceiling of 0.5x of equity*

# Guidance for FY25

INR bn

	FY24 Actuals	FY25 Guidance	Q1FY25
<b>Pre-Sales</b>	145	175	40
<b>Operating Cashflow</b>	57	65	7
<b>New Project Additions</b>	203	210	111
<b>Net Debt/Equity</b>	Pre-QIP: 0.34x Post-QIP: 0.17x	<= 0.5x	0.24x

In line with plan to ramp up construction spends leading to higher collections and OCF

*On track to deliver guidance on all the above KPIs*

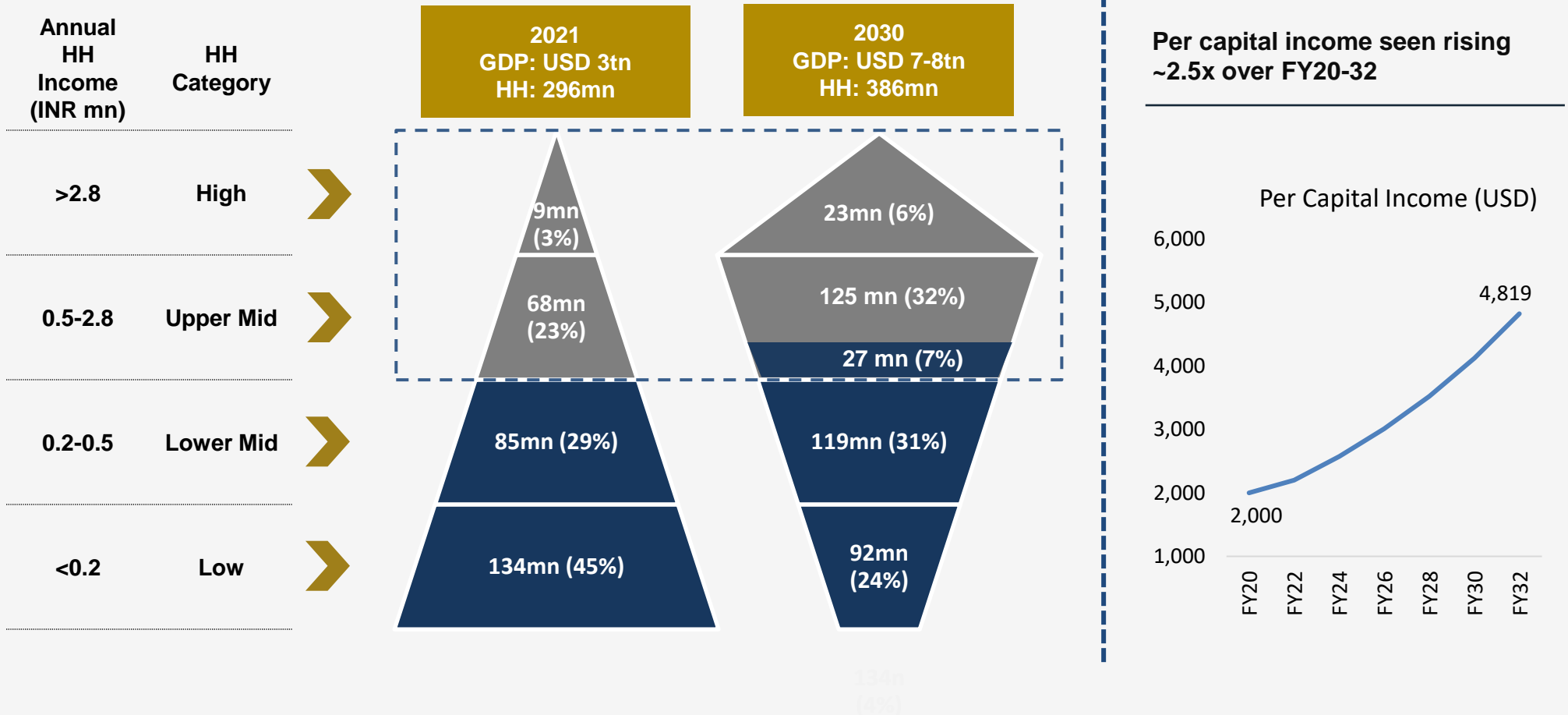
# Robust launch pipeline for rest of FY25

Micro-market	Own/ JDA Project	Area (Mn .Sq.ft)	Est. GDV (INR bn)	No of Projects
<b>New Project Launches</b>				
Eastern Suburbs	JDA	0.2	6.0	1
Eastern Suburbs	Own	0.7	10.0	1
Extended Eastern Suburbs	Own	0.2	1.6	1
Pune	Own	0.5	3.9	1
Pune	JDA	0.4	4.7	1
South Central	JDA	1.0	22.0	2
Western Suburbs	JDA	0.5	9.5	1
<b>Total</b>		<b>3.5</b>	<b>57.8</b>	<b>8</b>
<b>New phase launches at existing projects</b>				
At existing projects	Own	4.6	42.0	6
	JDA	1.4	20.1	4
<b>Total</b>		<b>6.0</b>	<b>62.1</b>	<b>10</b>
<b>Grand Total</b>		<b>9.6</b>	<b>119.8</b>	<b>18</b>



# 02 Growth Drivers

# 75-100 mn new households to become 'home ownership capable' this decade

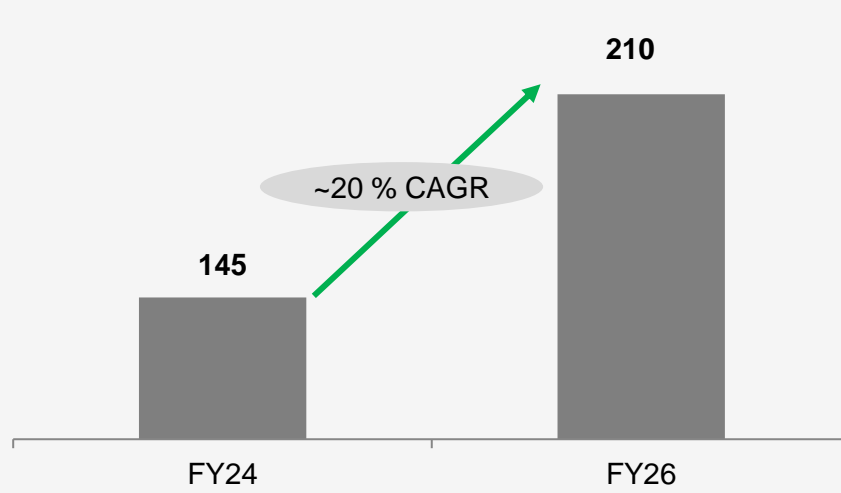


Even assuming significant industry supply growth<sup>1</sup>, supply is likely to be <10 mn units. Once in a country's lifetime opportunity!

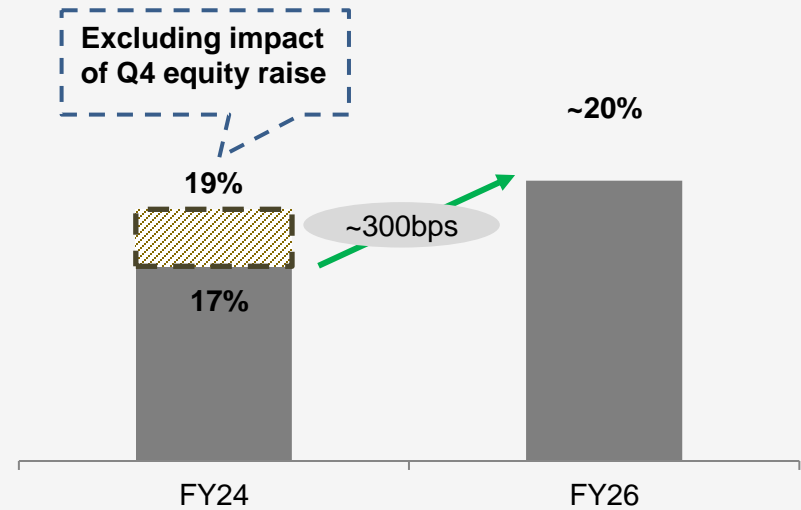
# '20:20' Action Plan

INR bn

Focus to deliver ~20% Pre-sales CAGR & 20% RoE with net debt ceiling of 0.5x D/E



Pre-Sales



RoE (Proforma)

# Significant headroom for our growth in existing markets

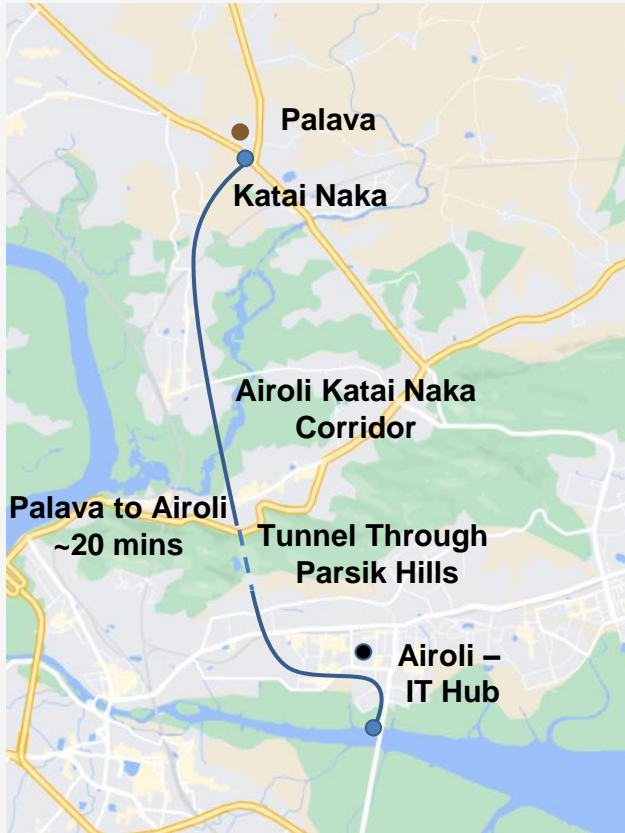
INR bn



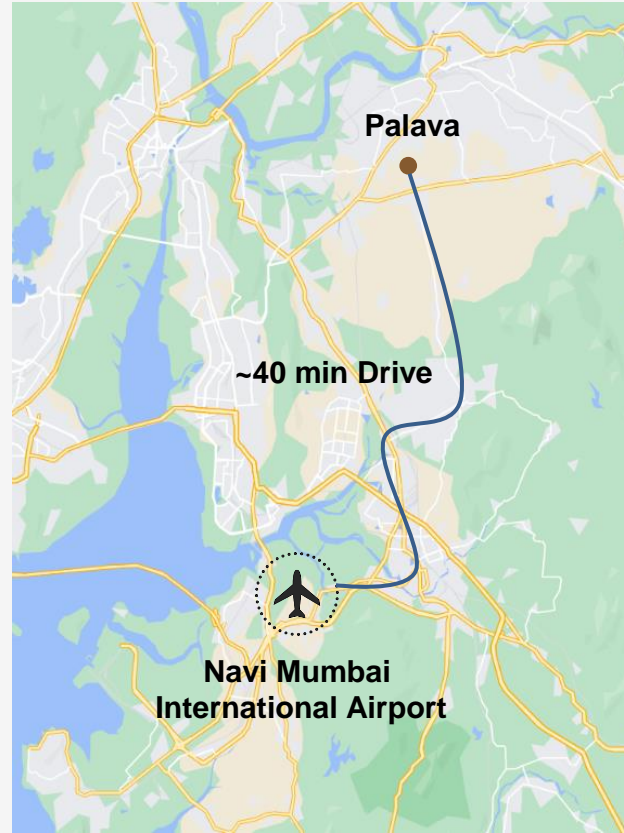
Guiding Pre-sales of INR ~500bn (20% CAGR) by FY31 against INR 720bn of potential in just 3 cities - 30+% cushion



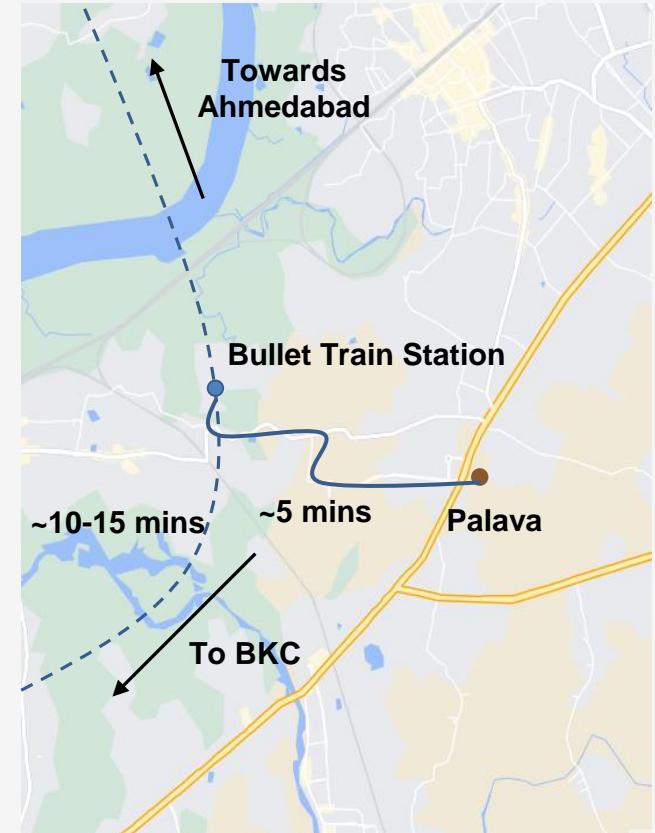
# Palava is at the epicenter of Mumbai Metropolitan Region (MMR)'s infrastructure upgrades



Airoli to Palava in ~20 mins by Airoli-Katai Naka Corridor (Opening: 2024)



Proximity to new airport enhancing attractiveness of Palava (Opening: 2026)

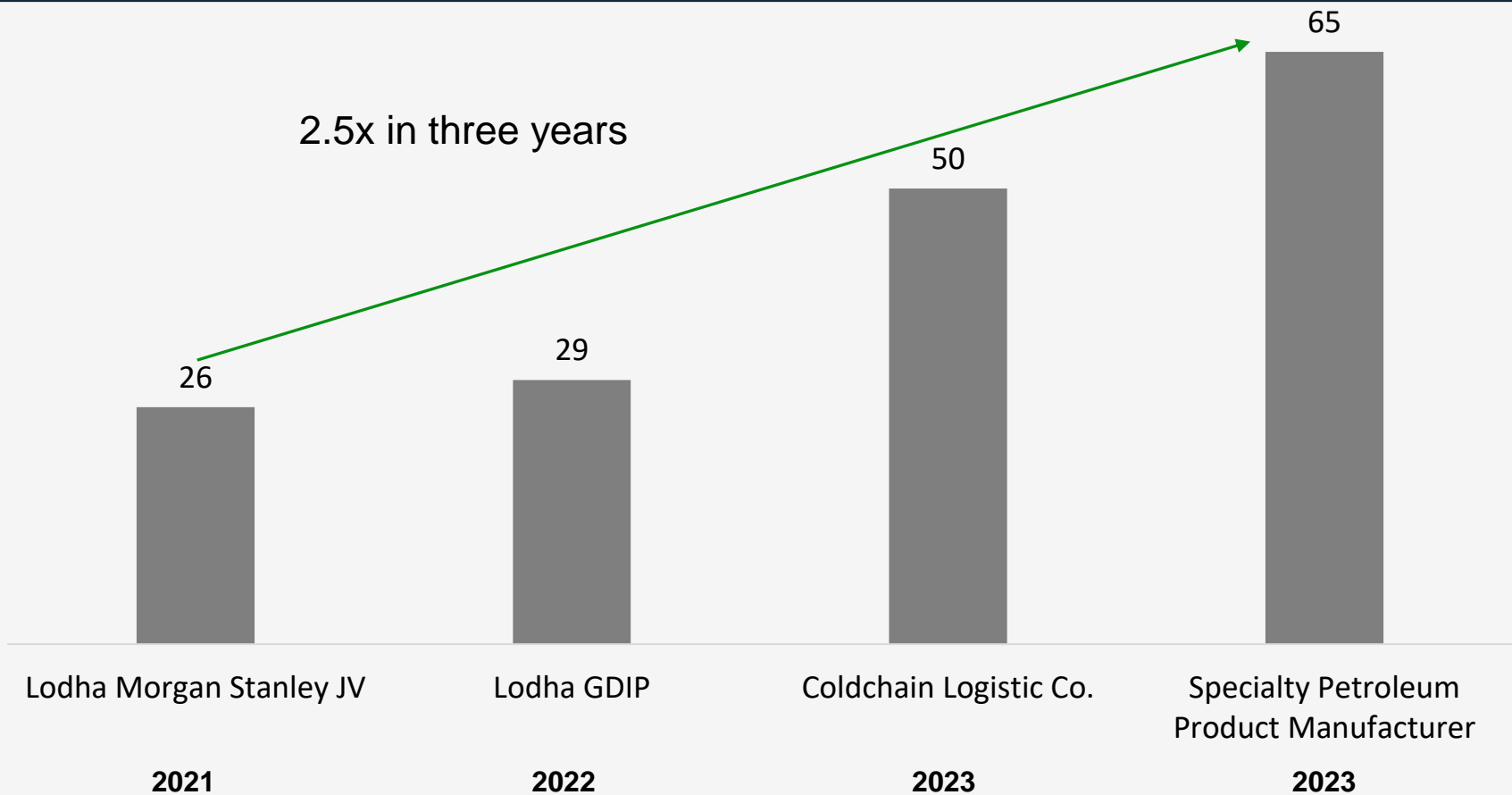


First Bullet Train station after BKC at Palava (Opening: 2028/29)

Atal Setu (MTHL), Kalyan-Taloja Metro, Virar-Alibaug Multimodal corridor and other road upgrade projects will also support Palava's evolution

# Industrial land prices have risen substantially over 3 years, housing prices to follow suit

INR mn/acre



Lodha Morgan Stanley JV

Lodha GDIP

Coldchain Logistic Co.

Specialty Petroleum Product Manufacturer

2021

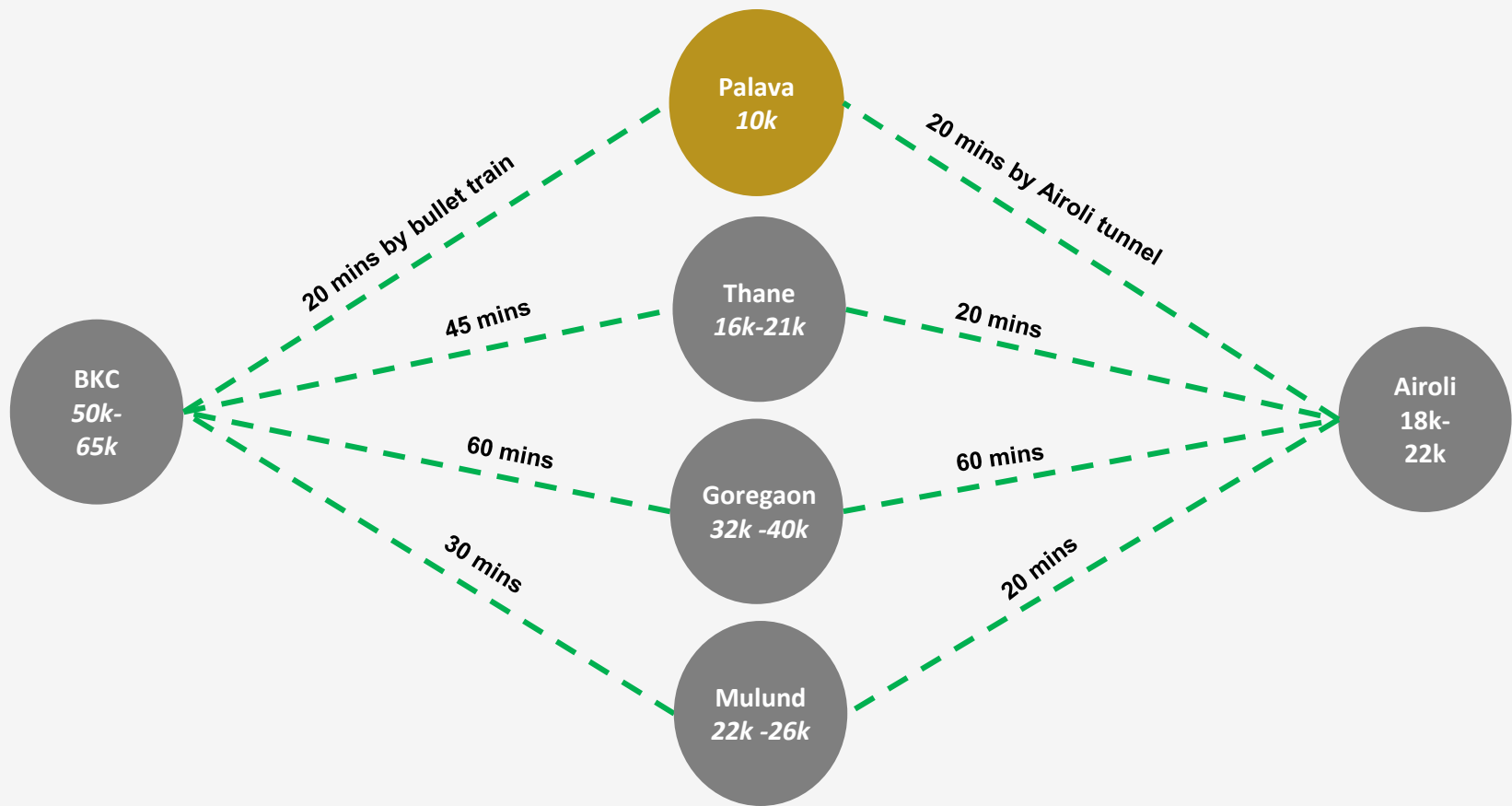
2022

2023

2023

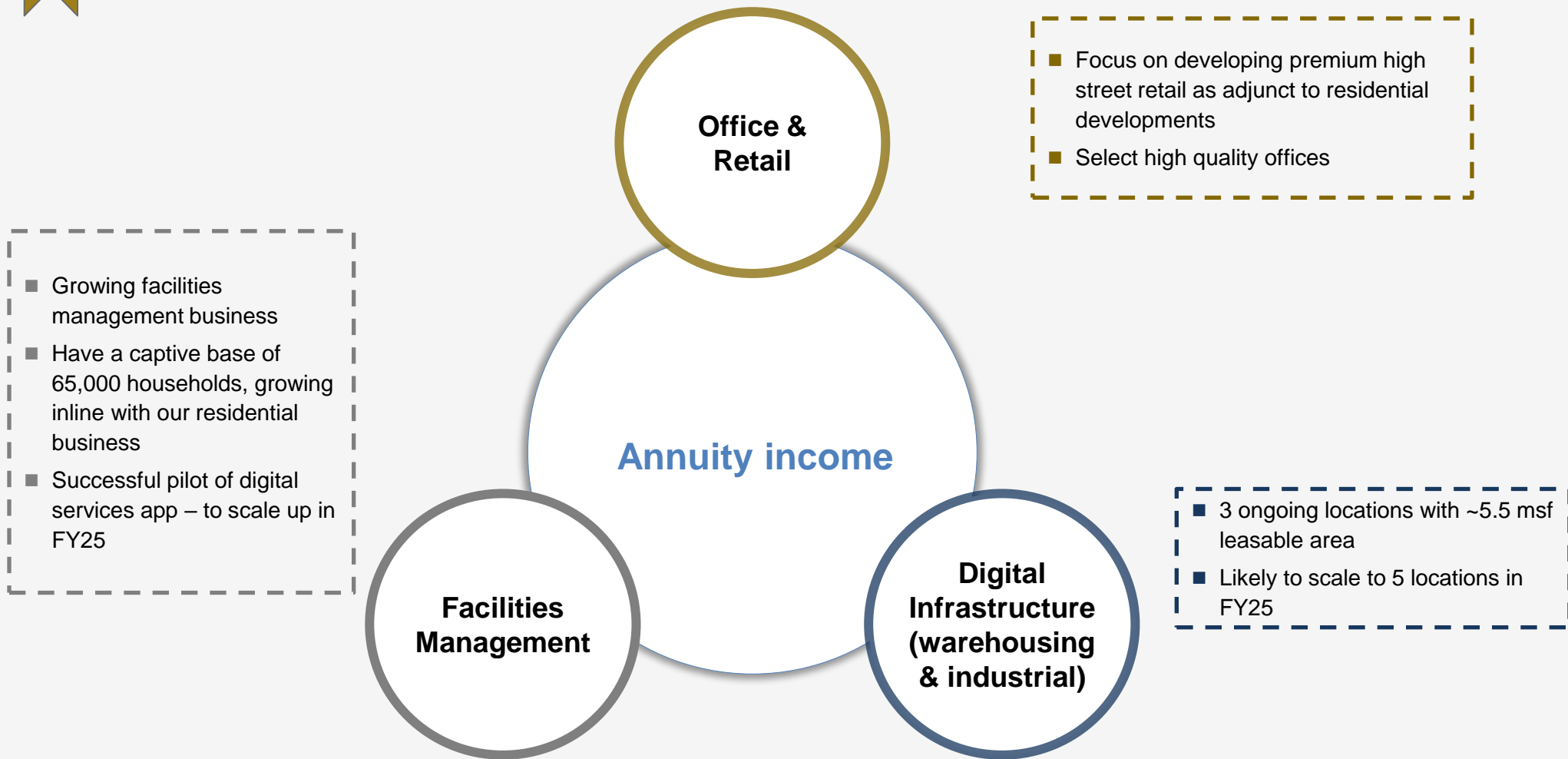
(INR bn)	Jan-21 to Jun-24	FY24	Q1FY25
Cashflow from land sales	24.5	4.4	5.4

# Palava: Large pricing arbitrage compared to competing markets, opportunity to increase price + volume



**Palava & Upper Thane set to deliver US\$175-200 bn of sales over next 3 decades with ~50% EBITDA margins**

# Gradually building annuity income pool



Targeting INR ~5bn of net annual income by FY26 and INR ~15bn by FY31

# Office & retail assets with rent potential of INR ~3.5 bn p.a.

Asset	Status	Area (msf)	Area Leased (msf)	Annual Rental Potential <sup>1</sup> (INR mn)
One Lodha Place, Worli	Ready	0.37	0.26	1,041
iThink, Palava	Ready	0.16	0.16	76
	U/C	0.43	-	205
<b>Office Total</b>		<b>0.95</b>	<b>0.42</b>	<b>1,322</b>
Xperia Mall, Palava	Ready	0.42	0.39	354
High-street Retail	Ready	0.13	0.07	322
	U/C	0.52	-	1,477
<b>Retail Total</b>		<b>1.07</b>	<b>0.46</b>	<b>2,153</b>
<b>Grand Total</b>		<b>2.02</b>	<b>0.88</b>	<b>3,475</b>

# Digital Infra.: potential to generate significant recurring income

- ✓ Strong demand from end users of diverse industries E-Commerce, Fashion & Sportswear retailers, Consumer Goods, 3-PL, Logistics, Data Center, EV Ecosystem, FMCG, Engineering Goods, Life Sciences, etc.
- ✓ Leased out to two large global logistics players amongst others at Palava
- ✓ Skechers & Schlumberger facilities already generating rent

<i>(in mn Sq ft.)</i>	<b>Area (msf)</b>
<b>Area Under Development</b>	<b>5.5</b>
<i>Area Completed</i>	1.2
<i>Area Under Construction</i>	1.3
<i>Area Leased Out</i>	1.6



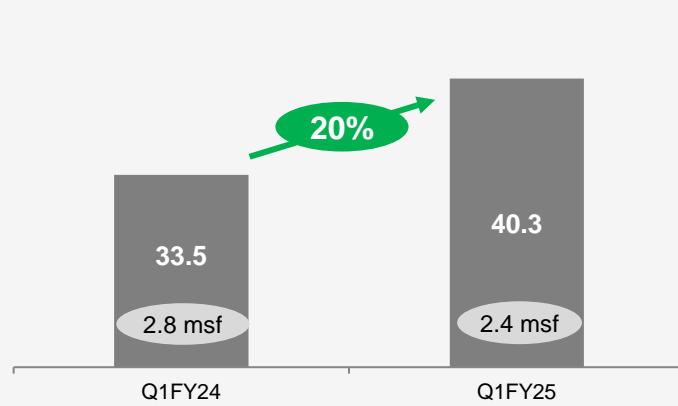
India's largest warehousing box operationalized by Skechers



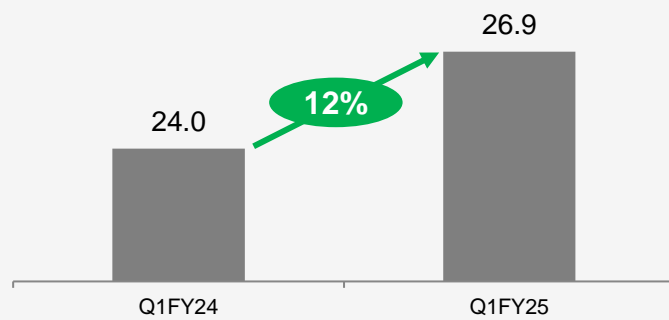
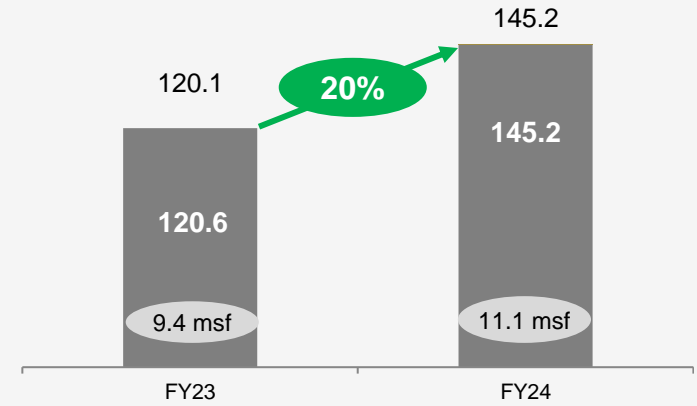
# 03 Performance Update

# Operational Performance

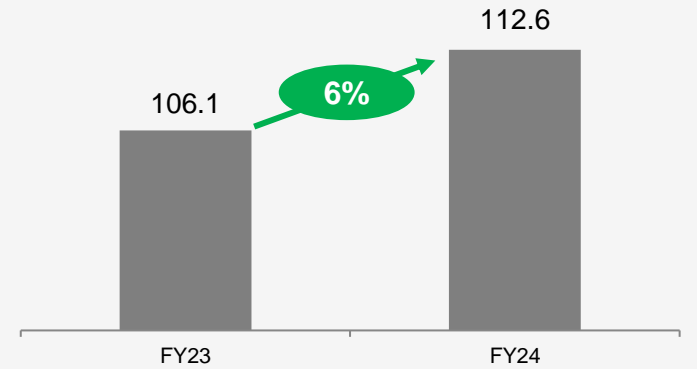
INR bn



**Pre-Sales**



**Collections**



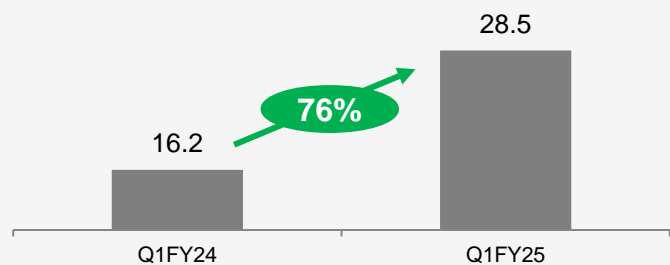


# Pro-forma P&L (basis operating performance)

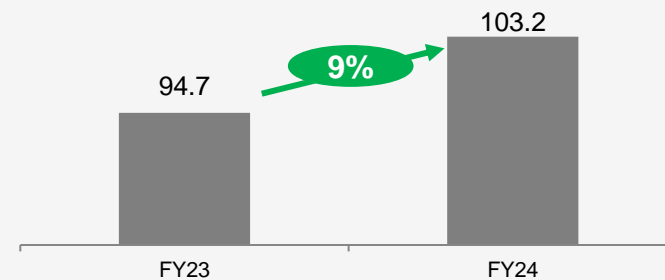
Particulars	FY24		FY25E		Q1FY25	
	INR Bn	%	INR Bn	%	INR Bn	%
<b>Pre-sales</b>	<b>145.2</b>		<b>175.0</b>		<b>40.3</b>	
<b>Embedded EBITDA</b>	<b>44.0</b>	<b>30%</b>	<b>54.3</b>	<b>31%</b>	<b>13.3</b>	<b>33%</b>
D&A	2.0		2.0		0.6	
Finance Cost	7.7		5.0		1.3	
<b>PBT</b>	<b>34.3</b>	<b>24%</b>	<b>47.3</b>	<b>27%</b>	<b>11.4</b>	<b>28%</b>
Taxes (assumed rate: 25.2%)	8.6		11.7		2.9	
<b>PAT</b>	<b>25.7</b>	<b>18%</b>	<b>35.4</b>	<b>20%</b>	<b>8.5</b>	<b>21%</b>
<b>RoE</b>	~19% (without impact of Q4 equity raise)		~19%			
	~17% (with impact of Q4 equity raise)					

# Financial Performance

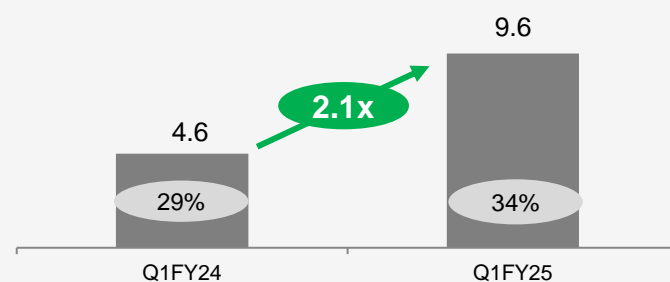
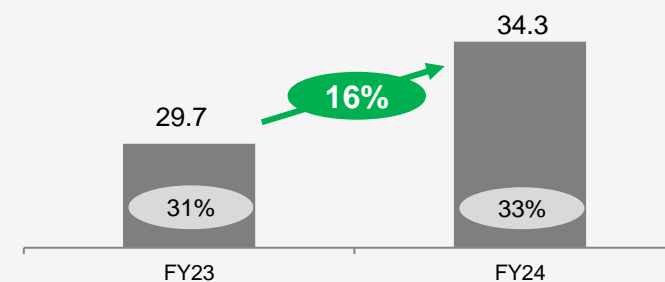
INR bn



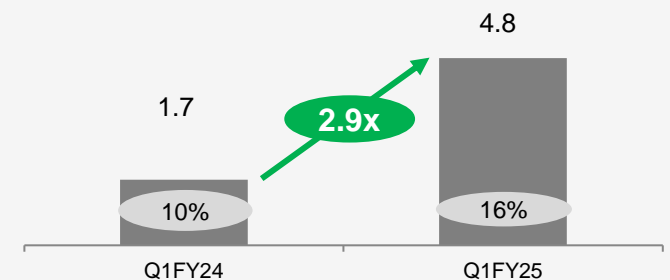
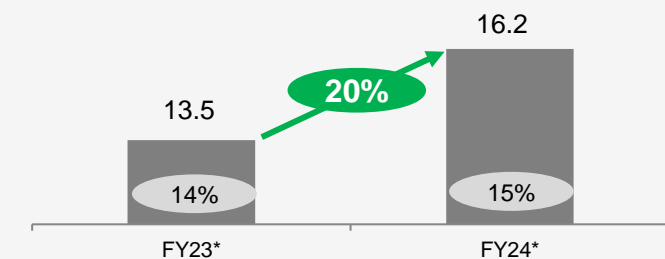
Revenue



Adj. EBITDA



Adj. PAT



Adj. PAT Margin expands on operating leverage

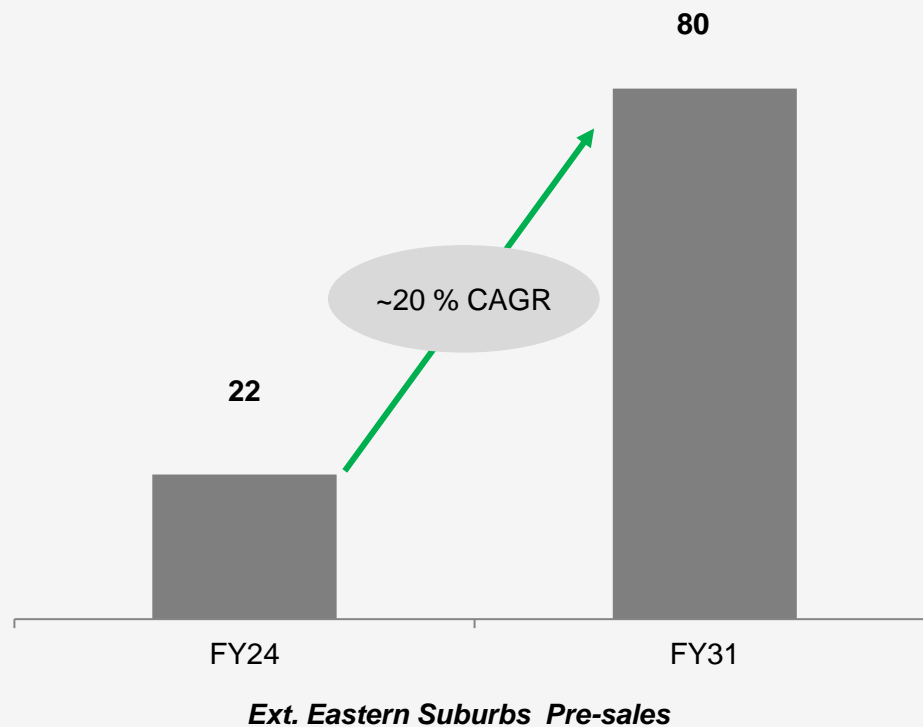
# Micro-market performance for Q1FY25

INR bn

Micro-markets	Pre-Sales <sup>1</sup>	Average Sales Price (INR psf)	Collections <sup>2</sup>	Construction spends
South & Central	8.9	34,507	4.1	2.9
Thane	3.1	11,442	2.7	1.5
Extended Eastern Suburbs	3.8	7,282	4.4	3.7
Western Suburbs	5.4	32,172	1.7	0.9
Pune	10.0	10,552	3.4	1.5
Eastern Suburbs	2.9	20,407	3.1	0.9
Extended Western Suburbs	-	-	0.0	0.1
Bangalore	1.2	12,237	1.6	0.1
Offices & Retail (for rent)	-		0.6	-
Land Sales	5.1		5.4	0.3
<b>Total</b>	<b>40.3</b>		<b>26.9</b>	<b>11.9</b>

# New premium launches in 2<sup>nd</sup> half to propel Palava pre-sales

INR bn



- ✓ Commenced the journey of premiumization in 2HFY24
- ✓ This led to consciously reducing 1bhk/ Crown segment pre-sales
- ✓ Launches in premium segment awaiting opening up of infrastructure projects like Airoli – Katai Naka freeway
- ✓ Targeting 20% growth in FY25 with infra opening up in Q3 enabling new launches

Goal of achieving INR 80bn pre-sales with ~50% EBITDA margins by FY31

# Launches in Q1FY25

Micro-market	Own/ JDA Project	Area (Mn .Sq.ft)	Est. GDV (INR bn)	No of Project
<b>New project launches</b>				
Western Suburbs	Own	0.2	14.8	1
Pune	JDA	0.8	9.1	1
Extended Eastern Suburbs	Own	0.3	2.5	1
<b>Total</b>		<b>1.3</b>	<b>26.4</b>	<b>3</b>
<b>New phase launches at existing projects</b>				
At existing projects	Own	0.6	3.7	3
<b>Grand Total – Q1FY25</b>		<b>1.8</b>	<b>30.1</b>	<b>6</b>

# Business Development Q1FY25

INR bn

Micro-market	Saleable Area (msf)	Est. GDV
MMR – Western Suburbs	1.1	77
MMR – Western Suburbs	0.2	16
Pune – North West	1.4	18
<b>Total</b>	<b>2.7</b>	<b>111</b>

Achieved more than 50% of full year guidance of INR 210bn

# Micro-market wise supply

Micro-markets	Residual Collections from Sold units	Ready unsold	Ongoing unsold	Planned Inventory Launches				Land Bank
				In next 12 months <sup>1</sup>		12 to 60 months		
	INR bn	Mn. Sq. ft.						
				Own Land	JDA Projects	Own Land	JDA Projects	
South & Central	39.8	1.1	1.9	-	1.0	0.9	7.7	-
Thane	11.1	0.3	2.5	-	-	4.0	-	-
Extended Eastern Suburbs	21.7	3.4	4.7	3.8	-	42.7	-	600+
Western Suburbs	12.5	0.0	1.0	0.4	0.5	0.9	0.5	-
Pune	22.9	0.1	2.4	0.7	1.3	-	1.4	-
Eastern Suburbs	19.3	-	1.8	0.7	1.1	1.0	2.1	-
Extended Western Suburbs	0.3	0.0	0.1	-	-	-	-	-
Bangalore	9.7	-	0.5	1.6	-	-	-	-
Offices & Retail (for rent)	0.6	1.3	0.4	-	-	7.2	-	-
Land Sales/Industrial Park	0.4	1.2 <sup>2</sup>	4.3 <sup>2</sup>	-	-	-	-	-
<b>Total</b>	<b>138.3</b>	<b>7.4</b>	<b>19.6</b>	<b>7.3</b>	<b>3.9</b>	<b>56.7</b>	<b>11.7</b>	<b>600+</b>

**Largest land bank in major metro amongst any Real Estate company in India**

# Micro-market wise completion plan of ongoing 'for sale' projects (1/2)

Mn.sq ft.

Micro-market	Total area	Sold/ Unsold <sup>1</sup>	FY25		FY26		FY27		>= FY28	
			Own	JDA	Own	JDA	Own	JDA	Own	JDA
South & Central Mumbai	3.22	Sold-PCM	0.21	-	0.02	-	0.11	0.06	-	-
		Sold-POCM	0.20	-	0.20	-	0.05	0.33	0.10	-
		Unsold	0.33	-	0.26	-	0.05	0.81	0.49	-
Thane	4.90	Sold-PCM	0.38	-	0.56	-	0.00	0.03	0.00	-
		Sold-POCM	0.27	-	0.56	-	0.39	0.15	0.04	-
		Unsold	0.25	-	0.22	-	1.13	0.40	0.51	-
Extended Eastern Suburbs	9.80	Sold-PCM	1.77	-	0.59	-	0.09	-	-	-
		Sold-POCM	0.86	-	1.40	-	0.43	-	-	-
		Unsold	0.32	-	1.26	-	3.08	-	-	-
Western Suburbs	2.38	Sold-PCM	-	0.40	0.01	0.09	0.03	-	0.13	-
		Sold-POCM	-	0.05	0.01	0.13	0.03	0.38	0.11	-
		Unsold	-	0.02	0.06	0.11	0.17	0.34	0.29	-



# Micro-market wise completion plan for ongoing 'for sale' projects (2/2)

Mn.sq ft.

Micro-market	Total area	Sold/ Unsold <sup>1</sup>	FY25		FY26		FY27		≥ FY28	
			Own	JDA	Own	JDA	Own	JDA	Own	JDA
Eastern Suburbs	3.74	Sold-PCM	-	0.17	-	0.32	-	0.20	-	-
		Sold-POCM	-	0.07	-	0.10	-	1.04	-	-
		Unsold	-	0.10	-	0.19	-	1.54	-	-
Pune	7.28	Sold-PCM	0.15	0.79	0.13	0.54	0.00	0.16	-	-
		Sold-POCM	0.09	0.30	0.02	0.67	0.09	1.34	-	0.61
		Unsold	0.01	0.20	0.14	0.19	0.29	1.39	-	0.18
Extended Western Suburbs	0.40	Sold-PCM	-	-	0.32	-	-	-	-	-
		Sold-POCM	-	-	0.02	-	-	-	-	-
		Unsold	-	-	0.06	-	-	-	-	-
Bangalore	1.64	Sold-PCM	-	-	-	-	-	-	-	-
		Sold-POCM	-	-	-	-	0.69	-	0.50	-
		Unsold	-	-	-	-	0.03	-	0.42	-
Total	33.35	Sold-PCM	2.65	1.37	1.50	0.96	0.22	0.45	0.16	0.00
		Sold-POCM	1.42	0.43	2.20	0.90	1.67	3.24	0.76	0.61
		Unsold	0.96	0.32	2.03	0.49	2.66	4.47	3.73	0.18



# Financial highlights for Q1FY25

INR bn

Particulars	Q1FY25	Q1FY24	Growth %	FY24	FY23	Growth %
Revenue	28.5	16.2	76.0%	103.2	94.7	8.9%
Adj. EBITDA <sup>1</sup>	9.6	4.6	106.7%	34.3	29.7	15.6%
Adj. EBITDA (%)	33.7%	28.7%	500bps	33.3%	31.4%	190bps
Adj. PAT <sup>2</sup>	4.8	1.7	186.0%	16.2	13.5	19.6%
Adj. PAT (%)	16.3%	10.0%	630bps	15.4%	13.9%	150bps
Networth	180.3					
Net D/E (x)	0.24					

# Consolidated Summary Balance Sheet

INR bn

ASSETS	As at 30-Jun-24	As at 31-Mar-24
Tangible Assets	7.4	7.2
Intangible Assets	4.3	4.6
Investments	22.8	25.0
Loans	12.5	11.5
Inventories	344.5	339.9
Trade Rec. (Incl. accrued rev.)	22.2	19.7
Cash and Bank Balances	17.6	29.5
Other Financial Assets	16.3	19.2
Non-Current Tax Assets	1.8	1.7
Deferred Tax Assets	1.5	0.3
Other Assets	13.3	13.7
<b>Total Asses</b>	<b>464.1</b>	<b>472.3</b>

EQUITY AND LIABILITIES	As at 30-Jun-24	As at 31-Mar-24
Equity Share Capital	10.0	9.9
Other Equity	169.7	164.7
Non-Controlling Interests	0.7	0.6
<b>Total Equity</b>	<b>180.3</b>	<b>175.3</b>
Borrowings	82.0	76.8
Lease Liability	0.2	0.2
Trade Payables	24.6	25.8
Other Financial Liabilities	58.7	75.8
Provisions	0.4	0.3
Current Tax Liabilities (Net)	0.5	0.1
Deferred Tax Liabilities (Net)	2.0	1.6
Other Liabilities	115.3	116.3
<b>Total Liabilities</b>	<b>283.8</b>	<b>296.9</b>
<b>Total Equity and Liabilities</b>	<b>464.1</b>	<b>472.3</b>



The Park

# 05 Company Overview

# 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*

- Formerly Director on the Board of L&T
- Former President of ICAI and 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 and Chairman of NHA1



**Ashwani Kumar**, *Independent Director*

- Former Chairman and Managing Director (CMD) of Dena Bank and board member of the LIC
- Former 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 architectural and urban design work, emphasizing underlying concern for environment



**Rajeev Bakshi**, *Independent Director*

- Former MD & CEO of Metro Cash & Carry and formerly associated with Pepsico, Cadbury Schweppes
- Currently on the board of Cummins India, Dalmia Bharat Sugar



**Harita Gupta**, *Independent Director*

- Formerly associated with Microsoft and NIIT Technologies
- Currently leading APAC and Global Enterprise Business at Sutherland Global Services



**Rajendra Lodha**, *Whole-Time Director*

- 30+ 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, President - Marketing and Corporate Communications*

- 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



**Shaishav Dharia**, *Whole-time Director, CEO - Extended Eastern Suburbs, Thane & Annuity Assets*

- 25+ years of experience, holds MBA from Booth School of Business, University of Chicago
- Formerly worked with McKinsey & Company

# Strong management team

**Shaishav Dharia**  
**CEO – Extended Eastern Suburbs, Thane, Annuity Assets**  
 ■ Formerly worked with McKinsey & Company

**Rajib Das**  
**President - Eastern Suburbs & Navi Mumbai**  
 ■ Formerly worked with Godrej Group, Indiabulls Properties

**Tikam Jain**  
**CEO – Pune**  
 ■ Grown at Lodha with 25 years of association, last position held as Head CPT

**Rajendra Joshi**  
**CEO – Bangalore .**  
 ■ Formerly associated with Brigade Enterprises, Mahindra Lifespaces

**Devender Singh Rawat**  
**CEO – Green Digital Infrastructure**  
 ■ Formerly CEO of Bharti Infratel, also worked with Ericsson, Huawei

**Prateek Bhattacharya**  
**President – Business Development**  
 ■ Formerly served as Expert Associate Principal at McKinsey and Co.

**Sushil Kumar Modi**  
**Chief Financial Officer**  
 ■ Formerly worked at GMR, Aditya Birla Group & JSW Steel

**Prashant Bindal**  
**Chief Sales Officer**  
 ■ Formerly part of Spice Mobility, Walmart India and Hindustan Coca Cola Beverages

**Rajesh Sahana**  
**President – Customer Experience**  
 ■ Formerly worked with Globacom, Reliance Jio, Bharti Airtel, ABN Amro & Bank of America

**Raunika Malhotra**  
**President - Marketing and Corporate Communications**  
 ■ Formerly worked with ECS Limited and Adayana Learning Solutions

**Janhavi Sukhtankar**  
**President – Human Resources**  
 ■ Formerly held senior positions at Greenpeace International and Sanofi India

**Rajat Kumar Singh**  
**Deputy CFO**  
 ■ Formerly worked with Adani Group, Reliance Group & GMR

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

**Piyush Vora**  
**Head – Business Development**  
 ■ Formerly Partner at BDO India

**Shyam Kaikini**  
**President – Hospitality & Property Management**  
 ■ Formerly associated with Taj Hotels, Jumeirah International

**Dhruvi Dholkia**  
**President – Legal**  
 ■ Formerly worked with Essel Group and Indospace capital advisors.

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

**Const. Mgmt. Team**  
**COOs**  
 ■ Satish Shenoy: Ex-Arabtec.  
 ■ Shrikanth Kambli: Ex- Phoenix  
 ■ Yogendra Bohra: Ex- L&T

We are **best-in-class** globally when it comes to measured ESG performance

Member of  
**Dow Jones  
Sustainability Indices**

Powered by the S&P Global CSA

**S&P Global Corporate  
Sustainability Assessment 2023**

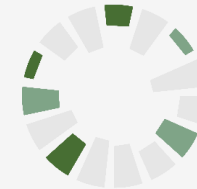
**Third highest CSA score** out of ~500  
companies globally in Real Estate



**G R E S B**  
★★★★★ 2023

**GRESB Development Benchmark  
2023**

**Ranked 1st in Asia** with a **5-star rating**  
and score of **100/100** in the category  
**Residential: Multi-Family | Listed**



**G R E S B**  
★★★★★ 2023

**GRESB Standing Investments  
Benchmark 2023**

**Ranked 8<sup>th</sup> in Asia** with a **5-star rating**  
and score of **90/100** in the category  
**Diversified - Office/Retail | Listed**



**WBA Buildings Benchmark**

**Ranked 4<sup>th</sup>** among the 50 keystone  
buildings sector companies globally



**FTSE4Good**

**FTSE4Good Index Series**

Member of **the FTSE4Good Index Series**



**IGBC Green Champion Award**

Winner of the 10th IGBC Green  
Champion Award under the category of  
**'Developer leading the Green Homes  
Movement in India'**



# Our Sustainability Strategy: *Do Good, Do Well*

We recognize **ESG issues** as **long-term risks** that also present **opportunities for value creation** when strategically addressed. Our strategy enables us to identify initiatives that amplify our impact and foster collaboration with our diverse stakeholders on this journey

Environment	<b>Decarbonisation</b>		Waste Management Pollution Control Biodiversity	<b>Resilience</b>	
	Embodied Carbon Reduction Energy Efficiency Clean Energy Transition Clean Mobility			Climate Resilience Water Resilience	
Social	<b>Women's Empowerment</b>	<b>Education</b>	<b>Health &amp; Safety</b>	<b>Learning &amp; Growth</b>	<b>Collaboration and Engagement</b>
	Unnati Diversity & Inclusion at Lodha	Lodha Genius Programme Lodha Schools	Everyone Home Safe Human Rights	We Care Employee Engagement L&D Initiatives	Stakeholder engagement programs
Governance	<b>Transparency</b>	<b>Enterprise Risk Management</b>	<b>Board Effectiveness</b>	<b>Ethical Business Practices</b>	
	Best-in-class reporting Benchmarking	Identify and mitigate the key material risks	Board diversity and independence	Code of Conduct Integrity Fairness	

# Our Environmental Strategy: *Resilience & Decarbonisation*

## DECARBONISATION

*Embodied Carbon Reduction*  
*Energy Efficiency*  
*Clean Energy Transition*  
*Clean Mobility*

*Waste Management*  
*Pollution Control*  
*Biodiversity*

*Climate Resilience*  
*Water Resilience*

## RESILIENCE

Our environmental sustainability strategy rests on two fundamental pillars: **decarbonisation** and **resilience**. While we actively pursue measures to reduce our footprint and **transition towards net-zero**, we also prioritise making our developments **resilient to the future climate risks**

## DRIVING ENVIRONMENTAL SUSTAINABILITY

- Achieved **carbon neutrality** in operations (scope 1, 2 emissions), starting March 2024
- [Roadmap to net-zero](#) details out our decarbonisation efforts in line with our SBTi validated net-zero targets
- **98%** renewable electricity share in our total electricity consumption, across construction sites and standing assets
- **~56 million sqft** of area certified under green buildings certification; additional **~50 million sqft** of area undergoing the certification process

[Lodha Net Zero Urban Accelerator](#) is our flagship decarbonisation initiative, which focuses on enhancing resilience, health, affordability and access to energy services for all by developing actionable initiatives in five key areas: embodied carbon, passive design solutions, efficient equipment, clean energy and clean mobility

# Our Social Strategy: *Creating impact through business & philanthropy*

We drive significant social impact through both **our business operations and philanthropic efforts**. Within our business, we engage with our stakeholders, including customers, residents, employees, workers and value chain. In our philanthropic endeavors, we focus strategically on women empowerment and education.



## DRIVING SOCIAL IMPACT

**unnati**  
empowering women

Our flagship women's empowerment initiative, operates at company, industry and community levels to bridge the gender pay gap and enable women to contribute to India's economic progress

**LODHA**  
**genius**  
PROGRAMME

Aimed at creating India's future leaders, second batch of ~200 students, selected from ~3,000 applications across India, participated in a four week long training program in Jun-24, delivered by world renowned faculties and experts

Launched **Women in Construction Network**, an exclusive platform for women in formal construction industry roles (students to industry experts) to advance their personal and professional development

*Lodha was ranked 64<sup>th</sup> in "Great Place to Work" out of 2,000 companies in India, only real estate company to feature in Top 100*

# Our Approach to Governance: *Philosophy, Pillars & Goals*

## OUR GOVERNANCE FRAMEWORK



### Responsible Business Conduct

Taking ethical business decisions in compliance with applicable legislation



### Fairness

Clear and fair communications with stakeholders



### Integrity and Transparency

Ensuring transparency and integrity in our business dealings



### Accountability

Board and the management are accountable to stakeholders

## PILLARS OF GOVERNANCE

1

Diverse Board which plays a crucial role in overseeing and safeguarding long term interests of stakeholders

2

Transparent procedures and practices and informed decisions

3

Compliance with relevant laws

4

Well defined corporate structure that establishes checks & balances and delegated decision-making

5

Committed to predictability and proactive communication leading to no surprises

ABOVE IT ALL

## 06 Annexure

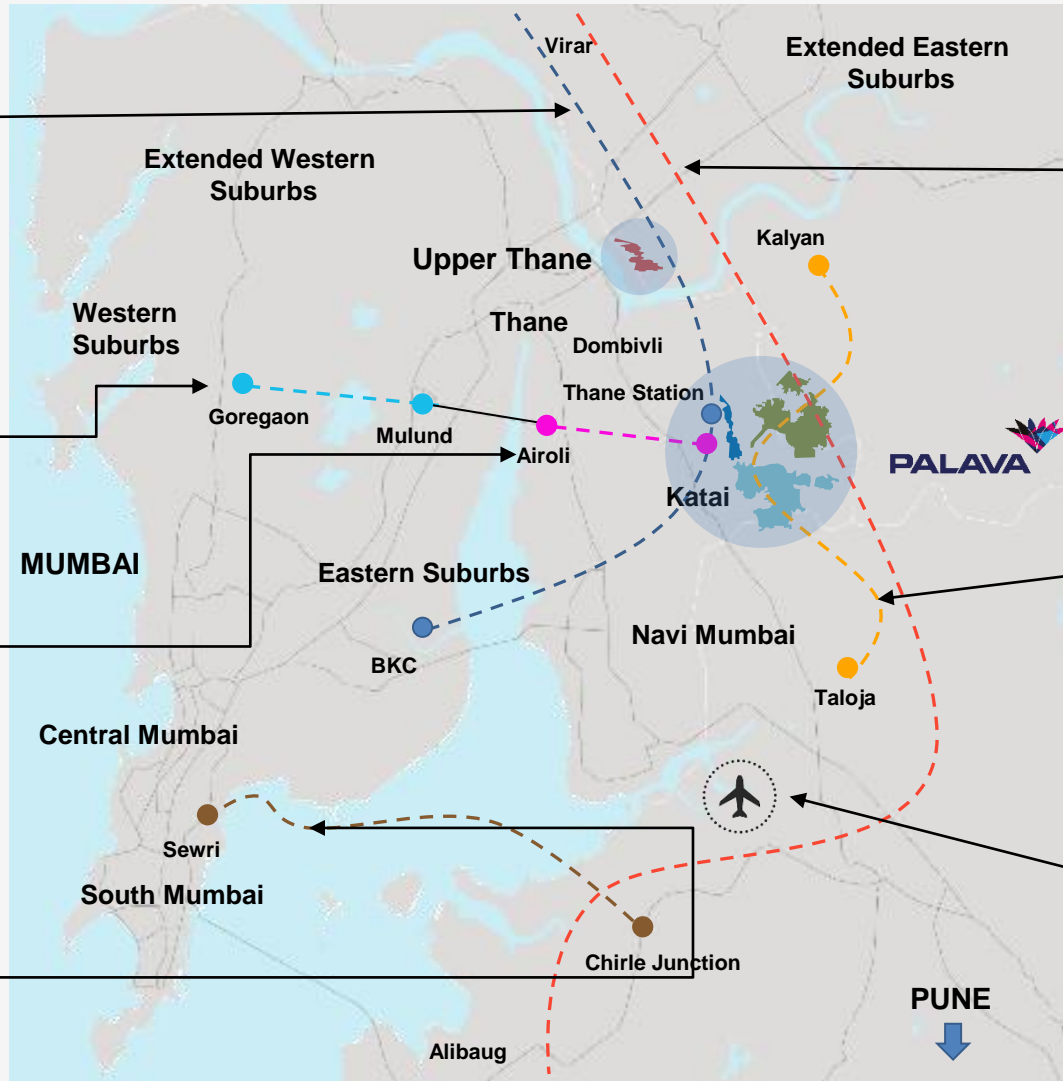
# Palava & Upper Thane set to deliver US\$175-200 bn of sales over next 3 decades with ~50% EBITDA margins

## 3 mega trends moving Palava & Upper Thane to becoming sought after suburbs

1. Mumbai – **World’s densest metropolis**, sea restricts expansion in West and South
2. India going through **once in a country’s lifetime transition from low to mid-income**, leading to significant demand for aspirational and premium housing
3. **Palava City** at the epicentre of Mumbai Region (MMR)’s **infrastructure upgrades**:
  - a. Airoli-Katai freeway to make **Airoli, Mumbai’s IT Hub**, **predictable 20 min drive** from Palava (Est. CY24)
  - b. **Navi Mumbai airport at just 40 min drive** from Palava (Est. CY26)
  - c. First stop of Mumbai-Ahmedabad Bullet train after BKC at Palava, **predictable 20 min journey to BKC** (Est. CY28/29)



# Ongoing infra projects (Airport, Metro, Bullet Train etc.) to supercharge Palava's growth



**Mumbai – Ahmedabad High-Speed Rail (CY28/29)**  
1st station after BKC at Palava, travel time -20 mins

**Virar – Alibaug Multimodal Corridor (CY30)**  
Puts Palava at center of major commercial trade route

**Goregaon - Mulund Link Road (CY28)**  
Brings Western Suburbs closer to Palava

**Kalyan Taloja Metro – Line 12 (CY27)**  
Three station within Palava, connected to suburban metro network

**Airoli Katai Naka Freeway (CY24)**  
Cuts travel time b/w Mumbai/ Airoli & Palava by 20 mins

**Navi Mumbai International Airport (CY26)**  
Boost to economic activity around Palava (40mins)

**Mumbai Trans Harbor Link (Operational - CY24)**  
Brings South Mumbai closer



# Recurring Cash-flow generation through land monetization

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- ✓ ~400 acres land monetized till date from land sales to industry
- ✓ Leading players from warehousing, sports retailing, pharma, cooling product, 3-PL, cold chain, specialty petroleum product, oil field service industries, specialty paint have established their footprint
- ✓ Aptar Pharma, Skechers, Schlumberger and ESR park already operational, boosting economic activity & job creation at Palava



# Significant opportunity to scale up in other micro-markets of MMR

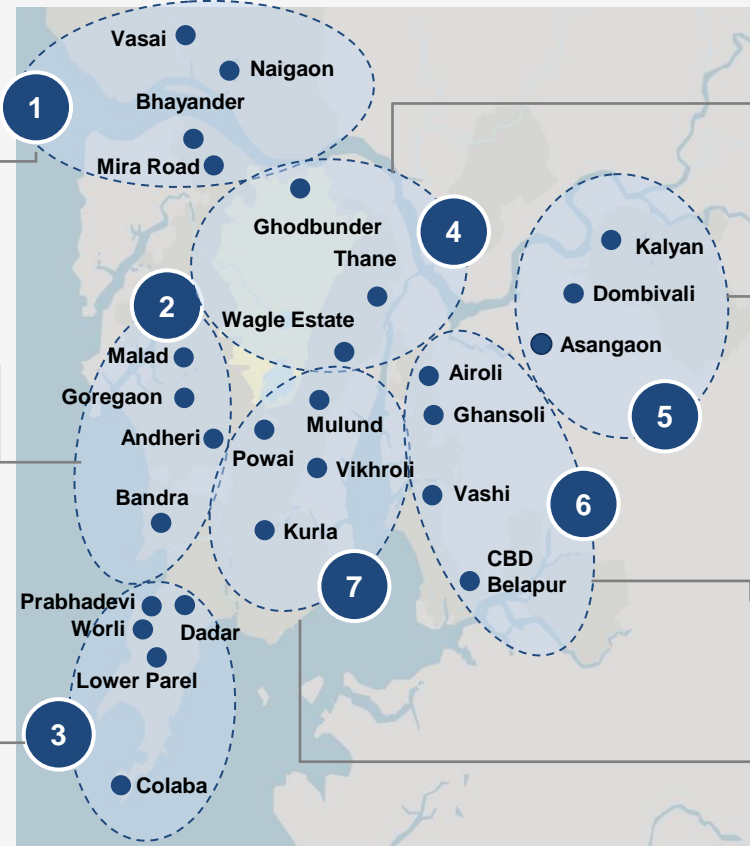
## Market leading position in most micro-markets, with potential for growth in other regions

Market share by absorption in INR bn

1. Extended Western Suburbs	
Developer	Market share (%)
First	12.3%
<b>2 LODHA</b>	<b>5.4%</b>
Third	4.8%
<b>Absorption: INR 24bn</b>	

2. Western Suburbs	
Pre-IPO, had limited presence	
Added 7 projects with GDV of INR 61bn	
<b>Absorption: INR 170bn</b>	

3. South Central Mumbai	
Developer	Market share (%)
<b>1 LODHA</b>	<b>33.9%</b>
Second	13.4%
Third	9.9%
Added 10 projects with GDV of INR 237bn	
<b>Absorption: INR 126bn</b>	



4. Thane	
Developer	Market share (%)
<b>1 LODHA</b>	<b>19.6%</b>
Second	11.9%
Third	7.7%
Added 2 projects with GDV of INR 15bn	
<b>Absorption: INR 101bn</b>	

5. Extended Eastern Suburbs	
Developer	Market share (%)
<b>1 LODHA</b>	<b>20.2%</b>
Second	4.8%
Third	3.4%
<b>Absorption: INR 73bn</b>	

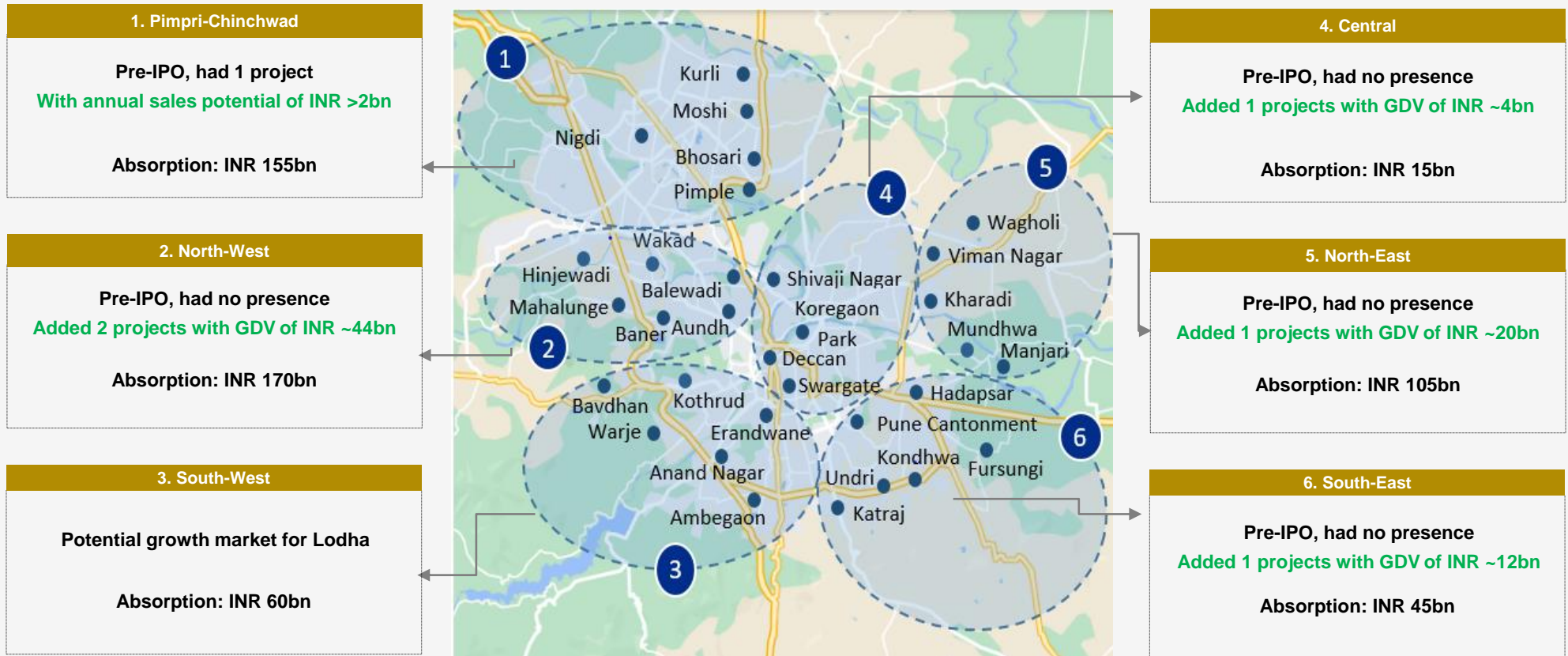
6. Navi Mumbai	
Potential growth micro-market for Lodha	
<b>Absorption: INR 111bn</b>	

7. Eastern Suburbs	
Pre-IPO, had no presence	
Added 10 projects with GDV of INR ~163bn	
<b>Absorption: INR 173bn</b>	

Tied up INR ~560bn of GDV and development potential of ~21 msf across 29 projects in various micro-markets of MMR

# Pune – Will contribute to growth in a sustainable manner

Accelerating growth in INR 550bn market by establishing presence across multiple locations

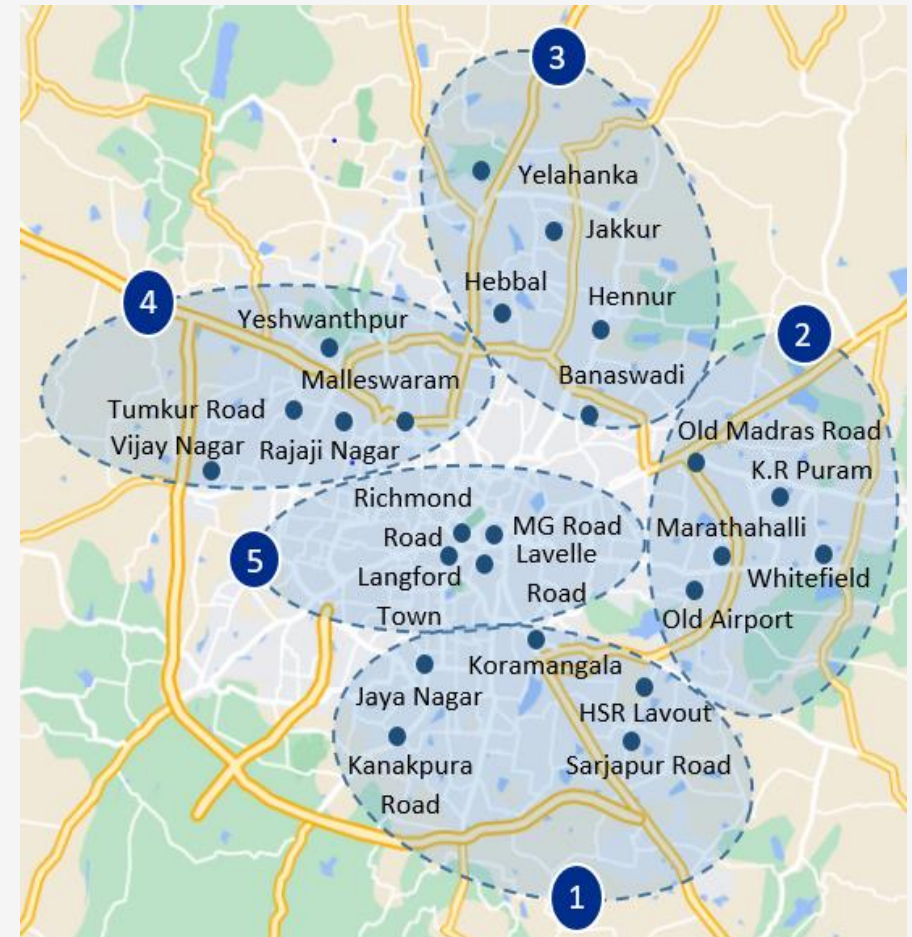


Tied up INR ~78bn of GDV with development potential of ~8.9 msf across five projects in various micro-markets of Pune

# Bengaluru – Good start to two pilot projects in Bengaluru

**Market size: INR ~550bn**

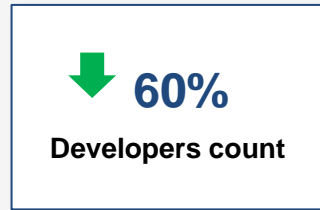
	Micro-market	Market Size (INR bn)
1	South	210.0
2	East	170.0
3	North	125.0
4	West	40.0
5	Central	5.0
	<b>Total</b>	<b>550.0</b>



Launched two projects in FY24, Mirabelle & Azur; Both received phenomenal response

# Supply side consolidating - unlikely to keep pace with accelerating demand

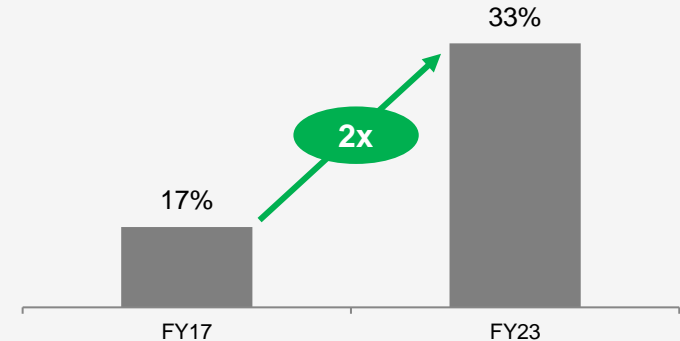
Consolidation wave due to policy reforms and liquidity crisis...



Remaining Tier - 2 & 3 players develop:

- ✓ Small-sized projects (< INR 5bn)
- ✓ One at a time
- ✓ Take longer (5-7 years) to complete

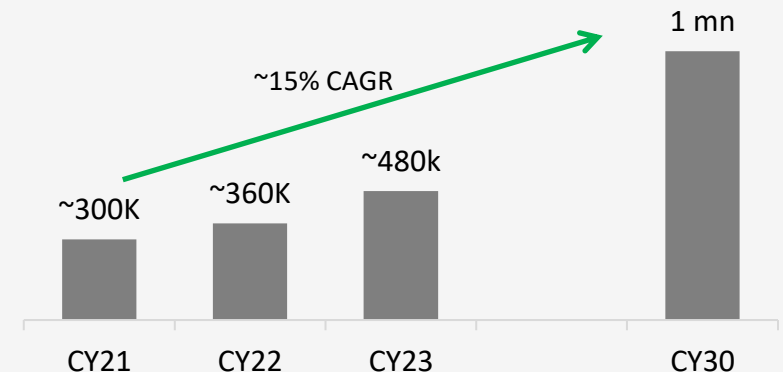
...has led to market share gains for listed and leading non-listed developers



## Multiple forces leading to consolidation

- ✓ Regulatory push: **RERA, Demonetization, GST, Amendment to Benami Act.**
- ✓ Funding squeeze for Tier – 2 & 3 developers:
  - NBFC's exiting market after large losses – wholesale lending bubble popped after IL&FS implosion
  - Inability to **sell during construction**
- ✓ Consumer loss of confidence with Tier – 2 & 3 developers:
  - Having **burnt their lifetime savings**
  - **Failure to deliver or untimely delivery** with poor quality

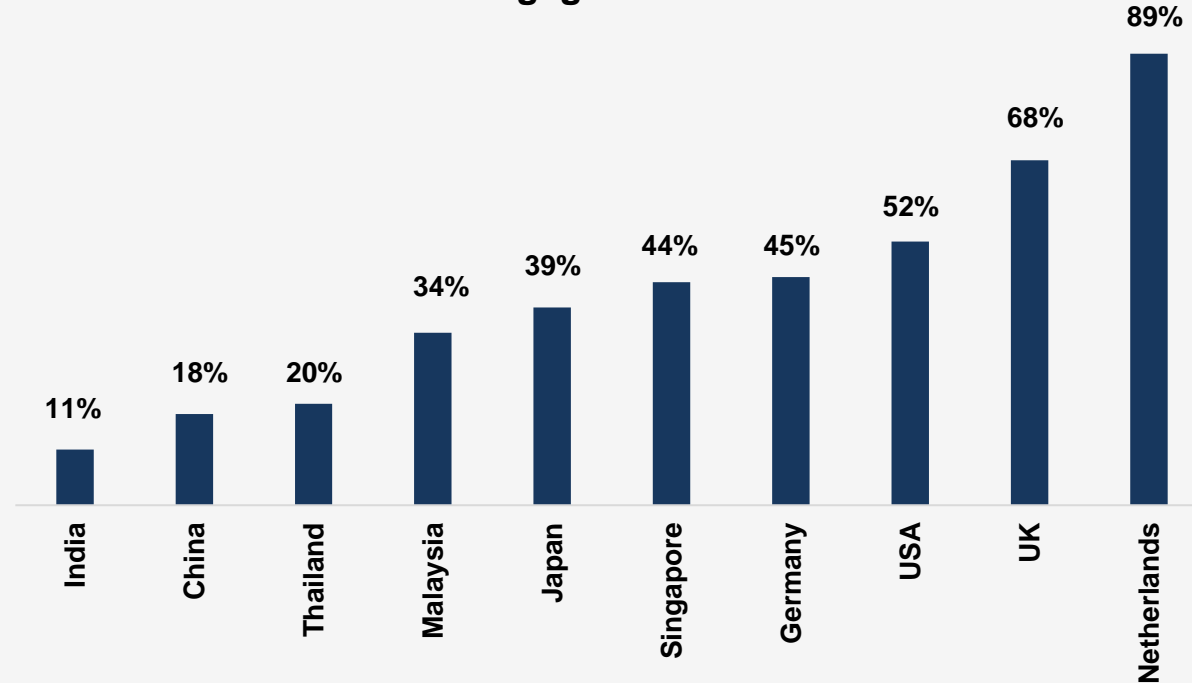
## Housing sales in top cities to reach 1mn by 2030



# Steady as it goes: Mortgage an enabler, not inducer of demand

- ✓ Conservative Central Bank, low risk mortgage market: LTV < 85%, no teaser rates
- ✓ Rate cycle seem to have peaked; pivot likely in CY24
- ✓ Strong performance of mortgages through all parts of the cycle - Intense competition for safe haven mortgage assets leading to plentiful availability
- ✓ A floating rate product; rate cycle well understood by homebuyers. Interest rate change modifies tenure, not EMI
- ✓ Salary growth of 8-10% enables mortgage repayment in 7-8 years

Mortgage as % of GDP



*Low penetration of mortgage provides significant room for growth*

*Housing sales driven by fundamental need and nominal price growth, not by mortgage inducement*

# Low risk to margins from construction cost inflation

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- ✓ Construction costs typically forms 25% to 45% of the sales price
  - Of which, one-third is related to low skilled and semi-skilled labor: plentiful supply though migration from rural areas (250+ mn people estimated to be 'underemployed' in agriculture). Hence, labour inflation is low and keep inflation from being 'sticky'
- ✓ Commodity inflation, though often sharp, generally of short cycles as demand and supply adjust to new normal, bringing price moderation in the short term
  - Spurt in commodity price due to Russia-Ukraine war is reversing
- ✓ ~3 year period of construction provides flexibility to manage costs across the project lifecycle
- ✓ Ready and advance under-construction inventory provides hedge against the commodity price inflation

# Construction cost – inflation moderation since Mar-22

Commodity/Component	% Share in total cost	Mar'21 to Mar'22		Mar'21 to Jun'24	
		% Change	Weighted Impact	% Change	Weighed Impact
Steel	12.9%	35.1%	4.5%	0.0%	0.0%
Flooring Tiles	5.0%	23.9%	1.2%	15.3%	0.8%
Electrical/Plumbing	11.8%	10.1%	1.2%	8.4%	1.0%
Labour	34.4%	3.0%	1.0%	7.1%	2.5%
External Windows	3.9%	21.9%	0.8%	13.9%	0.5%
RMC + Cement	10.5%	6.3%	0.7%	13.2%	1.4%
Lifts & Elevators	3.3%	16.6%	0.5%	37.7%	1.2%
Carpentry Materials	3.5%	15.5%	0.5%	7.6%	0.3%
Painting	3.8%	13.1%	0.5%	33.6%	1.3%
<b>Overall</b>			<b>~13.7%</b>		<b>~11.8%</b>

*Construction cost increase since 1<sup>st</sup> April 21 at ~3% annualized rate*

*This, in turn, implies impact on COGS of <2% p.a. for our portfolio*

# Multiple benefits of consistent housing price increase below wage growth

- ✓ Improves affordability leading to increased volumes
- ✓ Leads to significant wealth creation for home owning middle class (*'Wealth Effect'*)
  - Boosts consumption as consumer confidence increases
  - Housing is a vehicle for generating *retirement surplus*; rising home prices enable older population to maintain spending power
  - Creates an *inflation hedge* especially for young home owners
- ✓ Rising home prices have a positive impact on the housing and allied industries which in turn has a big multiplier effect on the economy
  - Has the highest labor to output ratio
  - Housing is among the largest employment generators
  - Has among the biggest multiplier effects on SME segment through supply chain
  - Highest ability to pull the unskilled masses from the farm & convert them into skilled workforce over time





# Disclaimer

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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.



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*Thank You!*

*For any further information, please write to [investor.relations@lodhagroup.com](mailto:investor.relations@lodhagroup.com)*