

January 6, 2023

The Listing Dept.,
BSE Limited
Corporate Relationship Department
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400001
Scrip Code: **543287**
Debt Segment – **974163, 974199,**
974473, 974511

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**

Dear Sir,

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

We would like you to take note of our key operational updates for 3QFY23:

- a) **Pre-Sales: Lodha achieved its best ever Q3 pre-sales performance of INR 3,035 crores showing a growth of 16% on a YoY basis.**
- With this our **9MFY23 pre-sales are INR 9,039 crores**, which has already surpassed pre-sales of the entire last financial year (FY22) registering 62% YoY growth. This puts us on track to surpass our full year guidance of INR 11,500 crores.
- b) **Collections:** Collections were INR 2,682 crores in 3QFY23 up 26% on a YoY basis.
- c) **Business Development: We added 4 new projects having ~5 million sq. ft. of saleable area with GDV of INR ~8,500 crores** across various micro-markets of MMR and Pune. We thereby have already added ~INR 17,800 crore of GDV so far exceeding our full year guidance of INR 15,000 crores. This reflects availability of land for Lodha in the targeted micro-markets and landowners desire to partner with us to get the best NPV of cash flows on their land. This in turn provides growth visibility for us.
- d) **Net debt:** Net debt reduced by ~INR 753 crores to INR 8,042 crores.

Performance Summary:

(INR Cr.)	3QFY23	3QFY22	YoY (%)	9MFY23	9MFY22	YoY (%)	FY22
Pre-sales	3,035*	2,608	16.3%	9,039*	5,568	62.3%	9,024
Collections	2,682	2,127	26.1%	7,673	5,753	33.4%	8,597
Net Debt	8,042	9,896					9,300

Aforesaid nos. are provisional, subject to limited review;

**includes pre-sales of INR 21 crores and INR 600 crores in 3QFY23 and 9MFY23 respectively from projects where MDL is development manager.*

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

Thanking You.

Yours faithfully,
For Macrotech Developers Limited

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