

October 6, 2022

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

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,

**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 2QFY23:

- a) **Pre-Sales: Lodha achieved its best ever Q2 pre-sales performance of INR 3,148 crore\* showing a growth of 57% on a YoY basis.** Our H1 sales totaled to INR 6,004 crore which is ~52% of our full year guidance of INR 11,500 crore. Generally, Q2 is the weakest quarter of the year due to monsoons and inauspicious period (Pitru Paksh / Shraadh) and consequently, H1 tends to be ~40-45% of full year sales. Our strong performance in H1FY23, inspite of rising home loan rates and rising prices, evidences the strength of housing demand from Tier-1 developers in India and indicates the start of a long-term upcycle for quality housing in India.
- b) **Collections:** Collections were INR 2,375 crore in 2QFY23 up 24% on a YoY basis. Collections were predictably impacted by seasonal factors - lower construction activity during monsoon and deferral of registrations during 15 day inauspicious period (Pitru Paksh / Shraadh).
- c) **Business Development: We added 4 new projects having ~2.2 million sq. ft. of saleable area with GDV of INR ~3,100 crore** across various micro-markets of MMR and Pune. In H1, we have added ~INR 9,300 crore of GDV which is ~62% of our full year guidance of ~INR 15,000 of GDV addition. We continue to have a robust pipeline of business development opportunities as landowners witness the value creation for them due to Lodha’s involvement.
- d) **Net debt:** Net debt reduced by ~INR 60 crore to INR 8,796 crore.
- e) **London Investments:** The US\$225 million bonds were fully repaid in September 2022, 6 months ahead of schedule. With this, **there is no further obligation on MDL’s balance sheet wrt the London investments.** Further, this quarter saw repatriation of ~INR 100 crore from UK to India. In spite of the challenging economic environment in the UK, we expect additional repatriation of ~INR 1000 crore from the UK to India in CY2023.

**Performance Summary:**

| (INR Cr.)   | 2QFY23* | 2QFY22 | 1QFY23 | YoY (%) | QoQ (%) | FY22  |
|-------------|---------|--------|--------|---------|---------|-------|
| Pre-sales   | 3,148   | 2,003  | 2,814  | 57%     | 12%     | 9,024 |
| Collections | 2,375   | 1,912  | 2,616  | 24%     | -9%     | 8,597 |
| Net Debt    | 8,796   | 12,477 | 8,856  |         |         | 9,300 |

*\*Aforesaid nos. are provisional, subject to limited review; includes pre-sales of INR 536 crore 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**