

October 6, 2021

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

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 2QFY22:

- a) **Pre-Sales:** Our pre-sales **rebounded** strongly to **Rs 2,003 crore** for the quarter, despite the early part of the quarter being impacted by Covid and Q2 being a seasonably weak quarter due to monsoon (significant impact in MMR) and inauspicious Shraadh period. **This is our best ever sales performance for second quarter of a FY.**

Additionally, as informed by our release on 4.10.21, we had pre-sales of £145 million (~Rs. 1,450 crores) in our UK projects during the quarter.

Rising customer footfalls at all of our developments and improving conversions give us great confidence of strong underlying demand as we enter the festive season. Coupled with strong launch pipeline during the second half, we remain confident of achieving our pre-sales guidance for the FY.

- b) **Collections:** Collections were **Rs 1,912 crore** in 2QFY22. Collections in July and August were muted on account of the slow sales in Q1 due to 2nd wave of Covid.
- c) **Net debt:** We ended Q2 with net debt for India business at **Rs 12,508 crore**, which is around the same level as Q1. In spite of the significant impact of 2nd wave of Covid on collections during H1, we estimate that we will end the FY with net debt of ~Rs. 10,000 crore in the India business.

Performance Summary:

(Rs cr)	2QFY22	2QFY21	1QFY22	YoY (%)	QoQ (%)
Pre-sales	2,003	1,066	957	88	109
Collections	1,912	1,107	1,714	73	12
Net Debt of India Business	12,508	16,965	12,435		

Aforesaid nos. are provisional, subject to limited review

- d) **Joint Development Agreements (JDAs):** We have entered into JDA for one additional new project during the quarter for 0.7 million sq. ft. of saleable area in the Eastern Suburbs of Mumbai.

Thereby, our growth strategy of focusing on identified micro markets of MMR and Pune continues to see good traction having **signed five JDAs since our IPO with cumulative GDV of ~Rs 4,500 crore.**

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 truly,
For Macrotech Developers Limited



Sanjyot Rangnekar
Company Secretary & Compliance Officer
Membership No F4154

