

July 4, 2023

BSE Limited

Scrip Code: 543287

Debt Segment – 974163, 974199, 974473, 974511

National Stock Exchange of India Limited

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 1QFY24:

- a) **Pre-Sales:** Lodha achieved its best ever Q1 pre-sales performance of INR 33.5 bn showing a growth of ~17% on a YoY basis, in line with our guidance of 20% full-year sales growth.
- b) **Collections:** Collections were INR 24.0 bn for 1QFY24. Collections were impacted by seasonal factors (summer vacations and monsoon).
- c) **Business Development:** We added 5 new projects having ~7.1 million sq. ft. of saleable area with GDV of INR ~120 bn across different micro-markets.
- d) **Net debt:** Our net debt stands at INR 72.6 bn, increasing marginally primarily on account of front loaded business development investment. This marginal increase is on a significantly enlarged base of sales and business development. We remain on the path to achieve our full year guidance of reduction of net debt to lower of 0.5x equity and 1x Operating Cash flow, with significant debt reduction seen in H2.

Performance Summary:

(INR bn.)	1QFY24	1QFY23	4QFY23	YoY (%)	QoQ (%)	FY23
Pre-sales*	33.5	28.6	30.3	17%	11%	120.6
Collections	24.0	26.2	29.3	-8%	-18%	106.1
Net Debt	72.6	88.6	70.7			70.7

Aforesaid nos. are provisional, subject to limited review;

**includes pre-sales of INR 0.05 bn, 0.43 bn, 0.03 bn and 6.0 bn in 1QFY24, 1QFY23, 4QFY23 and FY23 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