

January 05, 2024

BSE Limited

Scrip Code: 543287

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

National Stock Exchange of India Limited

Trading Symbol: LODHA

Dear Sirs,

Sub: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

We would like you to take note of our key operational updates for 3QFY24:

- a) **Pre-Sales: Lodha achieved its best ever 3rd quarter Pre-sales performance of INR 34.1 bn, showing a growth of c.12% on a YoY basis.** This strong performance is despite the inauspicious 'Shradhh' period falling in October this FY (vs. September in FY23). Excellent response to launch of 1st project in Bengaluru with 1st phase sold out in 3 days showcases brand strength in new geographies. For the first 3 quarters of FY24, our pre-sales are ~INR 103 billion, showcasing YoY growth of c. 14% and keeping us on track to deliver our pre-sales guidance of INR 145 bn for FY24.
- b) **Collections:** Collections were INR 25.9 bn for 3QFY24
- c) **Business Development:** We added 3 projects with ~2 million sq. ft. of saleable area for a GDV of INR ~60 bn. Our business development for 9mFY24 at INR ~203 bn has already surpassed our full year guidance of INR ~175 bn for the year. UK investments are now completely exited with receipt of entire balance as per earlier communication.
- d) **Net debt:** Our net debt remained largely stable during the quarter at INR 67.5 bn.

Performance Summary:

(INR bn.)	3QFY24	3QFY23	2QFY24	YoY (%)	QoQ (%)	FY23
Pre-sales*	34.1	30.4	35.3	12%	-4%	120.6
Collections	25.9	26.8	27.5	-3%	-6%	106.1
Net Debt	67.5	80.4	67.3			70.7

Aforesaid nos. are provisional, subject to limited review;

**includes pre-sales of INR 210mn, INR 530mn and INR 6.0bn in 3QFY23, 2QFY24 and FY23 respectively from projects where MDL is development manager.*

Thanking you,

Yours faithfully,

For Macrotech Developers Limited

Sanjyot Rangnekar

Company Secretary & Compliance Officer

Membership No. F4154