

TRANSCRIPT OF THE 27TH ANNUAL GENERAL MEETING OF MACROTECH DEVELOPERS LIMITED HELD AT 3.30 P.M. IST ON WEDNESDAY, AUGUST 10, 2022 THROUGH VIDEO CONFERENCE OR OTHER AUDIO VISUAL MEANS

- **Ms. Sanjyot Rangnekar – Company Secretary, Macrotech Developers Limited:**
 - Dear shareholders, this AGM is being conducted through audio-video means in accordance with the circulars issued by SEBI and the Ministry of Corporate Affairs. I would now like to take you through some key points regarding your participation at the meeting. All shareholders will be placed on mute by default so as to ensure smooth proceedings. The facility of joining by video conferencing and other audio-visual means has been made available to all the shareholders. Once the question and answer session starts the moderator will announce the names of the speaker shareholders one by one and will unmute them at the appropriate time. If a speaker shareholder is not able to join through the audio-video mode, he can join by the audio mode. While speaking, we would request the shareholders to use earphones with mike, minimize any background noise, and ensure Internet connectivity. We would also request the shareholders to limit their questions to two minutes. If it is observed that there is a connectivity issue at the speaker shareholders end, the moderator will ask the next speaker shareholder to say his question and we'll come back to you once the problem is sorted out. During the AGM if you happen to face any issues, please contact the helpline number mentioned in our AGM notice. If at any time you get disconnected from the AGM, please join in using the same method as you did earlier. I would now request Mr. Mukund Chitale, our Chairman to take the proceedings ahead.
- **Mr. Mukund Chitale – Chairman, Macrotech Developers Limited:**
 - Good afternoon, dear shareholders. I would like to welcome you all to the 27th Annual General Meeting of your company. I thank all members who are joining this meeting today and hope all of you are safe and in good health. Participation of members through video conferencing is also considered as quorum as per the relevant circular issued by Ministry of Corporate Affairs and the Companies Act. As the requisite quorum is present, I now call the meeting to order. Let us now introduce the other Board Members and KMPs who are joining this meeting.
 - Mr. Abhishek Lodha, Managing Director and CEO of your company is attending this AGM through video conferencing from the corporate office of the company at Mumbai.
 - Mr. Rajendra Lodha, Whole Time Director of your company is attending this AGM through video conferencing from Dubai.

- Ms. Raunika Malhotra, Whole Time Director of your company is attending this AGM through video conferencing from the corporate office of the company at Mumbai.
- Mr. Rajinder Pal Singh, Non-Executive and Non-Independent Director of your company and also the Chairman of Stakeholders Relationship and Risk Management Committee is attending the AGM through video conferencing from his residence in Gurugram.
- Mr. Ashwani Kumar, Independent Director and also the Chairman of the Nomination and Remuneration and CSR committees is attending the AGM through video conferencing from his residence in Mumbai.
- Mr. Lee Polisano, Independent Director is attending the AGM through video conferencing from his office in London.
- Mr. Rajeev Bakshi, Independent Director attending the AGM through video conferencing from Pune.
- Mr. Sushil Kumar Modi, Chief Financial Officer is attending the AGM through video conferencing from the corporate office of the company in Mumbai.
- Other than the Directors, we also have the senior executives of the Company, representatives of the Statutory Auditor, Secretarial Auditor, and Cost Auditor joining the AGM through video conferencing from their respective locations.
- This AGM is conducted in accordance with the circulars issued by the Ministry of Corporate Affairs and SEBI that allows companies to conduct AGM through video conferencing or other audio-visual means. A live streaming of this meeting is also available on the website of NSDL. Your company has also taken requisite steps to enable shareholders participate and vote on the items being considered at this AGM. As physical attendance of the shareholders has been dispensed with, the requirement of appointing proxies is not applicable. The registers as required by the Company and other documents as mentioned in the notice convening this meeting are open for inspection in electronic mode. Should you wish to inspect the same, please write to the Company Secretary at the e-mail address mentioned in the notice convening this meeting. The Statutory Auditors Report on standalone and consolidated financial statements and the Secretarial Audit Report for the financial year ended 31st March, 22 does not contain any qualifications or any adverse remarks. As the AGM notice has already been circulated to the members, I now take the notice convening the AGM as read. I now request Mr. Abhishek Lodha, the Managing Director and CEO to make a brief presentation of business of the company. Over to Mr. Abhishek Lodha.

- **Mr. Abhishek Lodha – Managing Director & CEO, Macrotech Developers Limited:**
- Thank you, Mr. Chairman. A very warm welcome to my fellow Directors, my colleagues at Lodha, and all shareholders who have joined us for this AGM. This is our second AGM as listed company and on behalf of the company, I extend a very warm welcome to all of you. I hope you, your families, and loved ones have all been well. I would like to take this opportunity to thank all the shareholders for the faith that they have bestowed on our company. In the past two years, we've faced unprecedented circumstances on account of the COVID-19 pandemic. Fiscal 22 started in a rather gloomy environment with the onset of the second wave of COVID, which was known as the Delta wave. I am glad that the immense collective efforts put in by the government, corporates, and fellow citizens has borne fruit and we were able to surpass the tough times in a short period. It is encouraging to note that the higher vaccination rates in the country with nearly all eligible citizens now vaccinated and booster doses being abundantly available have become a way of trying to minimize their impact of this COVID pandemic. The benefits of the wide rollout of vaccinations are clearly visible now as the third wave of COVID was very easily contained. Equally, the coordinated effort from the Indian government and the Central Bank have started putting the Indian economy on a path, which is likely to result in sustainable growth. I'm proud that your organization and its associates too have played their role in minimizing the impact of the pandemic. In the moments of extreme distress, the company's strong sense of purpose ensured that we heeded to the Call of Duty towards humanity. In the spirit of helping, we had set up 8 vaccination Centers for residents and other citizens across Lodha Projects and ensured vaccination of over 40,000 citizens including our resources and their dependents, third party contractors, as well as residents of our developments. For our efforts, we were recognized by the Nanavati Max Super Specialty Hospital for being amongst the top private entities to procure vaccines for them to conduct vaccination across the city. During the delta wave, we also set up a recovery and rehabilitation center in South Bombay in order to support the fight against the pandemic because hospital beds were then, in short supply. As we progress through fiscal 22, the start of calendar 22 has again come with its own set of challenges as Geopolitical conflicts continue to drive oil prices higher, which poses the biggest danger to India's otherwise resilient economy. Events over the last few quarters have resulted in inflation surging to high levels for almost all economies around the world causing Central Banks to be in a race to raise interest rates. As fears of high inflation resulted in sharply high interest rate, giving way to fears of recession in the US and a sharp slowdown elsewhere. Most commodities have given up their gains, but oil prices have continued to remain at levels higher than what they were prior to the Ukraine-Russia situation. The situation continues to remain fluid and unpredictable. For the housing sector, specifically the two largest economies face problems of different natures with a similar outcome of a likelihood of significant challenges. The US saw sharp surge in mortgage and refinance rates bringing housing activity to a significant slowdown. While the inventory problems in China threatened to result in a contagion of significant proportions. You will however appreciate that

housing is a very local market and we have highlighted the drivers of a strong housing cycle in the previous quarters, which once again resulted in strong momentum for the company in the calendar year 22 also. In India, like in the rest of the world, the Reserve Bank raised rates sharply, but the increased market rates to a large extent have had a very limited impact on the EMIs for borrowers. As a matter of fact, we have also decided to absorb the increase up to a certain extent cushioning the impact for the middle-class home buyer and this absorption will have no significant impact on our operating metrics. As it is, increasing raw material cost too had a limited impact on our overall cost and thankfully input prices like steel have started moderating already. To a great extent the increase in cost is taken care of by small increases in housing prices, which we aspire to keep below salary growth levels and ensure that the affordability continues to remain strong and with this modest growth in home prices more and more home buyers enter the market, both driven by good affordability as well as a modest increase in nominal house prices. The strong drivers of housing cycle as we have explained, enabled us to maintain significant momentum over the last few months and in fact we achieved 75% of our growth target for fiscal 23 within the first quarter of fiscal 23 itself. Moving forward, we would like to focus on how the housing cycle in India continues to benefit from significant structural strengths as we have an increasing number of graduates entering the workforce, a good job creation, good wage growth, which is supporting the nominal increases in prices while affordability getting even better and on the supply side, we have continually noticed significant consolidation towards the most credible and biggest developers. As a consequence of all these factors, we have a situation where demand is resilient and growing. In fact India's demand is just at the very start of its long term upcycle and on the supply side, we see the supplies consolidating significantly. With these factors in play, we believe that the housing market in India is all set up for a long term 10 to 15 year upcycle, which will lead to a significant increase in volumes and also benefit the large developers who will be able to have the capacity to scale up to serve the increase in the volume that we envisage in the years to come. We as a company are well poised to take advantage of the growth because of our strong focus on the customer and on the delivery of our projects. I would now like to share with you the pictures of some of our developments where you will see that we are consistently able to not only operate at scale, but deliver high quality products across different price points. These images are taken -- all of these are real photographs taken of various developments and you will see the quality of the spaces as well as the quality of the lifestyle that is being offered to the consumers. The images that you see on this slide are of Palava our mega development which is in the nature of a new city already having more than 150,000 people staying there and growing consistently into becoming a new economic hub for the entire Mumbai metropolitan region.

- Moving forward, now that you see are photographs taken from upper Thane another large-scale development spread over 700 acres that we are developing on the outskirts of Thane. The first phase of the development has now been delivered and

we have thousands of happy families now staying at Upper Thane with high quality of amenities and lifestyle.

- Moving forward, these images are taken at Amara our mid-income housing project located in Thane, again a project of significant scale having thousands of families who are now residing over here with a high quality of lifestyle as well as amenities. We have different product categories at this location including mid-income, affordable housing and also having some higher end aspirational units.
- Moving forward, these are images of Lodha Splendora, another of our mid-income housing projects again located in Thane, again showcasing the high quality of amenity and lifestyle that Lodha is able to consistently deliver across location across price points.
- Moving forward, images from the World Towers, the iconic development of the company in Central Mumbai, which is now consistently recognized as the best city center development almost at a global level and one which is definitely seen as a very best in India.
- Moving ahead, Lodha Park another of our large-scale developments at Central Mumbai. The quality of open space, which is offered, the quality of amenities has truly differentiated this for the young and aspiring families to make it a place which is very, very desirable for them to move in, which is seen in the numbers that this project has consistently delivered.
- Finally, an image from Lodha Altamount a luxury development that we have in South Bombay on Altamount Road, which is known as billionaires' row. All these images when seen together showcases the depth and scale as operations or operating and delivering capability and why consumers see Lodha as a brand which stands apart in India delivering the world's finest quality development within India, which otherwise is still a developing country and that really is what sets our brand apart in addition to our marketing and sales capabilities. In addition to building great product, we also emphasize significantly our belief of building a sense of community and having deep long term engagement with our residents and consumers so that we can deliver a superior lifestyle to them and they in turn are the biggest ambassadors and spread the word of mouth or the quality of life and the desirability of living at a Lodha development. These images represent some of the activities which have been carried out over the last 12 months ranging from squash to sustainable living and in general there is a continued focus on this engagement and high quality of service even after residents move in.
- Moving forward with the performance for fiscal 22, as we know fiscal 22 was affected intermittently by COVID during the course of the year, however, in spite of that we registered our best ever presales of over 9,000 crores in fiscal 22 thus meeting our guidance and showing the strong growth of 51% on year-on-year basis in spite of two different waves of COVID impacting the year. It is heartening to note

that not only did we achieve our presale guidance of 9,000 crores, but we also brought our net debt below 10,000 crores in line with our guidance at the time of the IPO. On the back of the strong rebound in sales, collections for the year stood at 8,597 crores growing by 70%. This resulted in strong operating cash flow generation helping us to reduce our debt down to about 9,300 crores. During the year, we completed 5.3 million square feet of area, our revenue stood at 9,233 crore showing a growth of 69% year-on-year, our adjusted EBITDA stood at 3,243 crores showing growth of 111% year-on-year and lastly we expanded our registered EBITDA margin to nearly 35% from 31%. Our PAT on reported basis was ₹12,08 crores after adjusting for exceptional losses stood at ₹1,262 crores, growing nearly fourfold. With this strong performance for fiscal 22, your company has guided for significant growth in fiscal 23 laying the groundwork and the capability for sustained, predictable growth, which our company intends to focus on. We have guided to presales of 11,500 crores, which is the growth of 27% from the performance in fiscal 22 of 9,000 crores. We have guided to operating cash flow of approximately 6,000 crore which is again a meaningful increase from the 4,000 crores delivered in fiscal 22. We expect to add about 15,000 crores of new projects and we expect to bring the net debt down to by approximately 3,000 crores from 9,300 crores to approximately 6,000 crores. This will set us well on course to achieve our net debt target of having net debt at or below one times operating cash flow in the next 12 months. In fact, for the first quarter of fiscal 23, we have delivered significant performance with presales of about 2,800 crores, which is an increase of almost 1,800 plus crores from the first quarter of fiscal 22, thereby delivering more than almost 75% of the overall presale growth for the year within the first quarter itself.

- There is some technical issue, please give us a minute. Thank you for your patients. Moving forward, now all of this growth that we have delivered over the last 5 quarters and the performance would not have been possible without the hard work and intellectual capability of the very strong top management team and the rest of our organization. We have best in class youthful management team with a diverse set of experiences in FMCG, Global Management Consulting, telecom, pharmaceuticals and other leading industries. We have augmented our leadership capabilities further as we set ourselves up to our growth journey. We have been spending our management capabilities across all streams as we continue to ensure that we have all the necessary ingredients ready to deliver the predictable growth that we are so focused on. We are committed to retaining and hiring from within our company from diverse backgrounds which often brings new perspectives to the table. To mitigate any potential challenges arising out of the rising attrition seen in some other industries, we have proactively instituted a strong retention strategy by way of an ESOP program, which has been approved by the shareholders and other long-term incentives for our key employees, which we hope will help us retain our key talent and help create a sense of ownership and belonging in the company. This of course in turn helps us attract further new talent. On the back of this high quality management team, we have also been focusing on technology and ESG as the three focus areas that the company is spending its resources and time on in order to

ensure that the significant growth opportunity that we see within India can be delivered in a manner which is both profitable as well as predictable. Hence our focus on people, technology, and ensuring the highest standards of ESG with the goal of becoming a global leader in the real estate industry in the realm of ESG.

- We like our cricketing analogies and hence we also have 20:20 idea our own 20:20 action plan. As a company, we believe that we can deliver in a predictable manner more than 20% growth in our presales on a year-on-year basis as you may have noted, we're targeting about 27% growth this fiscal year, but from now to fiscal 26, we expect to grow our presales from the 9,000 crores in fiscal 22 to approximately 20,000 crores by fiscal 26 at a 20% or higher CAGR and similarly with a focus on better utilization of our capital as well as the repatriation of capital from our investments outside India and a focus on ensuring that there is an appropriate mix of own land as well as joint development. We expect to increase our ROEs from 15%, which we had in fiscal 22 to approximately 20% over the next three to four years by fiscal 26 and this 20:20 combination, we believe we will be able to deliver with clarity and predictability ensuring that the capital of our shareholders generates both significant ROE as well as predictable growth. The way we intend to deliver the top line is by focusing on the three geographic markets that we have chosen to play, which is the Mumbai region, which is by far the most important and significant market for us, which we decided to expand our presence starting in fiscal 22 and that growth journey has already started quite well and Bangalore, which in the last quarter we started with our first joint development project. Looking at the size of the market and a modest nominal growth of 10%, which is really just inflation and a little bit of growth in spite of the fact that the overall nominal growth in the economy will be higher than 10%, but these are observative assumptions. You can see the size of the market how they're likely to evolve from in the next three to four years by fiscal 26 and looking at the natural market share that Lodha would have in these markets, we can see that the total residential potential in these markets will be approximately 45-47 thousand crores and within that Lodha is currently looking at a presale target of 20,000 crores by fiscal 26, which will give a lot of comfort that not only is this growth real, but it is very clearly deliverable even with very modest assumptions in terms of the market growth. Of course, this natural market share that Lodha expects to earn will mean that there is significant growth even beyond fiscal 26 within these three markets for Lodha and that ensures the long-term visibility of our growth strategy. As I mentioned the second arm of our 20:20 action plan is our focus on increasing our return on equity currently which is running at about 15% as we divest land, as we repatriate capital from outside India. The capital will be put to more efficient use. In addition to that, we expect that the steady state mix of sales will be about 60% from our own lands and 40% from our joint development projects. The ROE profile of our own land leads to ROEs in the high , whereas the JDA with the lower capital intensity leads to ROEs which are 30% or sometimes even significantly higher than that and therefore the blend of these two will allow us to deliver the overall ROE of 20%. We are moving towards the ROE of 20% in an expedited fashion, but with revenue recognition being linked to the

completion of projects, we expect to see it in our balance sheet and on our P&L statement by fiscal 26, but in reality from a business perspective, we expect to get there in a much more expeditious manner.

- Moving forward and doing a little bit of a deep dive, on the three markets where we expect to generate our growth you have seen that in Mumbai, which is this slide talks about the Mumbai metropolitan region and the Seven Micro Markets within the Mumbai metropolitan region which make up sales of about 1 lakh crores and amongst those micro markets in three micro markets Lodha is clearly the market leader with market share between 20% to 33%, however, in the other four micro markets our presence was quite limited prior to the IPO and now as we expand our presence in those markets overtime, we expect to also gain our national market share of approximately 15% to 20% in those markets allowing us overall within the Mumbai region to get close to 20% market share, which would be a very, very substantial part of our growth strategy going forward that this city of Mumbai, which is not only the largest real estate market in the country, but also the most profitable and will continue to be the big driver of growth for your company.
- Speaking next about Pune, which we recently entered. We've already had the launch of our first new project last year at NIBM and now we have a number of other project launches lined up for fiscal 23. We see a market size which is just under 40,000 crores and as the market grows, there will be significant room for Pune also deliver good profitable growth for Lodha. The profitability levels in Pune tend to be about 200 basis points on a PAT basis which is lower than that in Mumbai, but yet this is a predictable growth though with a slightly lower level of profitability compared to Mumbai.
- Last, but not the least, Bangalore is a market where we made a recent entry driven by the strategic consideration of the importance of the Tech sector to the Indian economy as a whole as well as the fact that Bangalore is a market with steady sales and it's quite fragmented with the top five players only having 30% market share therefore there will be room for a high quality player to enter and make a mark for itself. We expect to have a gradual growth strategy in Bangalore focused on profitability and with this goal in mind, we are building a local team, which will be able to deliver on this based out of Bangalore. Mr. Rajendra Joshi who was formerly the Head of Brigade Residential Arm has joined as CEO of the business and under him we are confident that the company will be able to deliver gradual and profitable growth within the Bangalore market, which will be additive to our overall growth as well as returns. The other growth initiative that your company has taken is around digital infrastructure. Digital infrastructure is serving the needs of the emerging digital economy in India. This includes the physical infrastructure required for the digital economy like warehouses as well as industrial parks for which are meant to cater to the low polluting industries as well as of course data centers.

- In this segment we started off about three years ago in a joint venture with ESR, which is Asia's largest logistics company, where we were the financial investor and they were the operating partner. Learning from them, we have thereafter established a joint venture with Morgan Stanley. As I was mentioning, we did our first joint venture with ESR and thereafter we done a joint venture with Morgan Stanley and then on the back of the successful experiences in these two joint ventures, we have now established a platform with Ivanhoe Cambridge, which is the real estate arm of the Canadian Pension Funds CDPQ and Bain Capital, which is a global leader in private equity, to have an investment of over a billion dollars building green, highly sustainable digital infrastructure across the country. We see this as a significant opportunity to create recurring rental and fee income of significant scale with good ROEs because we not only have a share in the Propco, but also as the manager and majority owner of the Opco gets significant recurring fee income. This initiative of digital infrastructure is also helping us monetize and fast forward the monetization of the excess land in some of our Township projects as can be seen from the fact that over 330 acres has already been monetized at Palava through the digital infrastructure route. We believe that this segment will be one which helps the company generate these recurring cash flows and becomes a good hedge to the development business, which can sometimes suffer from the consequences of economic weakness.
- The other initiative that we're taking, which is still in the pilot stage is in a digital services platform wherein taking advantage of the large scale of consumers who are already living at Lodha Development just under 60,000 consumers which expected to grow almost 250,000 consumers by the end of the decade and we can of course add other developments, which are from noncompeting developers and therefore have a fairly significant addressable market, wherein using an integrated application, we intend to offer all kinds of near commerce services to our consumers; near commerce services are those which are not generally available on ecommerce platforms and the providers are located within 30 minutes from where the consumer is living. These services will include of course the general services like facilities management, real estate services like resale and rental, home improvement products and services, but as I mentioned a much bigger and wider net through near commerce whether it is the cleaning of your car, whether it's the cleaning of your house, whether you want your home painted up, and so on and so forth, so it's a fairly significant variety of services, which again as the pilot pans out, we will be able to give more color on, but this is an opportunity for Lodha to further deepen its presence in the digital lives of our customer and also to once again create a stream of recurring fee income for the company, which is obviously very high ROE.
- As you may have noted at the last Board meeting of the company, the Board of Directors had decided to update our dividend policy. With the confidence that we will be at our leverage targets in the next 12 months and that the company is generating significant cash flow i.e. we will reduce debt by almost 3,000 crores this fiscal along with the addition of new projects of almost 15,000 crores, so we are not

only deleveraging, but we are also growing together. Within the next 12 months, the company will be at its targeted net debt levels, at targeted leverage levels and therefore there will be no real reason to continue to further reduce debt and therefore the quantum of funds available beyond the growth plans that the company has will not be insignificant. There will be a significant quantum of funds available beyond the growth plans in the company has and therefore it is only appropriate that the company distributes some of this surplus capital to back to our shareholders. Thus, our shareholders are not only rewarded by the growth in the value of our share price, but also rewarded by the recurring cash flow from the underlying operations of the company.

- With this in mind, the Board of Directors of the company has updated the policy to reflect the fact that we intend to pay 15% to 20% of the consolidated PAT as dividend starting from the fiscal year 23. We hope that over the time the dividend income from our company will be something that our shareholders will be able to build into their life plans and the company can be both a growth company, but also one which is a regular income generating investment for our shareholders.
- While I've spoken so far about the companies operating performance, our growth plans, as well as our plans to share the cash flow generation with our shareholders. This presentation would be incomplete if we did not spend some time focusing on our general philosophy, which is around Do Good Do Well. We obviously spoke about the Do Well part of our business and the growth opportunities that we see ahead of ourselves, but obviously it is incumbent on us as a large important corporate, which is a large employer both directly with almost 3,300 employees and indirectly with almost 40,000 to 50,000 different workmen working on our sites and equal number working in the supply chain across the various different industries, which supply products to us. So, we make a significant difference to the economy of the cities and areas that we operate in and with that in mind, we recognize our significant responsibilities to our society whether it is environmental, social, or on the perspective of governance, not just to our shareholders, but also to society at large.
- As a company, it is our desire to be seen as the global leader in the real estate industry when it comes to ESG practices as you may be aware in the very first year of our rating by an external agency, which was done by S&P in fiscal year 22, we were rated amongst the top 13% of global real estate companies when it comes to our ESG practices. As we mature in these practices, as we learn from the feedback that we receive from external rating agencies, we hope that we will make significant further progress, which I will be pleased to share with our shareholders in the coming few quarters. As you may be aware, we have recently launched a program to help accelerate the pace of Indian government's target of net zero emissions. Buildings and the built environment contribute almost 40% of total carbon emissions and Lodha as a company is not only committed to becoming net zero on carbon emissions by 2035, but we hope to get there even much faster than that and not

only do we want to get there individually, but we as the industry leader want to share our knowledge and learnings with the industry at large so that India's transition to net zero at least in the building space can be much, much faster than the general goal of the economy. With this in view, we have set up an Urban Accelerator for this net zero transition at Palava, which is led by Lodha and with knowledge partnership from the world-renowned Rocky Mountain Institute from the USA. The idea here is to take the learnings and ideas which may be from any part of the world, experiment in a live Indian context, which is very much presented by Palava being a large-scale development, which is newly built, large population. We have significant ability to implement our ideas at Palava and therefore we are very pleased that this partnership has come in to be in this urban accelerator, we hope will play a meaningful role in expediting India transition towards a net zero economy as a whole.

- In addition to this, we continue to focus on a number of other environmental initiatives. We've now pleased to inform you that we are moving towards 100% transition to renewable energy for construction activity and we've already achieved 70% as of June 22. We've entered into a partnership with Tata Power which will install EV charging stations across all our developments. We encourage shared mobility across our townships as well as bicycle sharing and in general higher degrees of sustainable development including 100% wastewater recycling, solid waste management, and so on. So, as a company, we have a very, very deep focus on having sustainability at the epicenter of how we design and operate our projects and we hope that we can make a meaningful difference to the globe as it fights the draconian challenge of climate change.
- In addition to our focus on environmental sustainability, as a corporate through the Lodha Foundation, we continue to work on making a big impact in the societies and the cities that we operate in. We are launching a new program called the Lodha Brain Gain to support extensible talent achieve good potential. As I mentioned during the pandemic, our employees put their own lives on the line to support our society and that was very significantly appreciated both by residents as well as society at large. We continue to focus on providing high quality education to the underprivileged at a very affordable rates and in general our focus continues to remain that Lodha Foundation does high quality focused work and ensures that Lodha not only prospers from economic perspective, but also prospers from reputational perspective by continually giving back to the societies that we operate in.
- In all of this, I am deeply thankful to our Board of Directors, each one of them is deeply passionate about the company. I'm very thankful to them for their valuable time contribution that they give to the company, their direct engagement with our management team, their sharing of ideas and with the augmentation of our Board over the last few quarters, we first had Mr. Lee Polisano join us who's a leading architect based in the UK and an expert in technology and sustainable development

and now I'm very pleased that Mr. Rajeev Bakshi has joined our Board. He is a very eminent name from the consumer goods industry and with his bright experience and leadership experience, we hope to benefit significantly from his presence. As a company, I can assure you that not only are we focused on growth and predictable growth, but we are focused on doing it with the highest levels of transparency and governance and that's what you can expect from your company growth, predictability, and governance.

- I will end this presentation by telling a few of the recent campaigns that we have been running in the marketplace, you may have seen some of this, but this really tells you about the company's leadership position in the marketplace. We launched the product of 6.99% fixed EMI on the 10th of June, when the interest rate rise cycle had just about started and this has been a big help for middle income and affordable housing buyers and as we have seen with interest rates now up by almost 140 basis points, this clearly makes a difference in the marketplace. Similarly, obviously, we continue to focus on protecting the life at Lodha as a life which is of the highest quality, not just in terms of the product, but also in terms of this lifestyle and the services and that continues to remain a focus in our communication and as we enter new micro markets, we are able to build on our immense track record of being India's largest developer and having delivered some of the world's finest developments, which helps us enter into these new micro markets with head held high and we can see the benefit of this brand as we enter new micro markets from the sales momentum that we generate in these micro markets. Thank you, once again all shareholders, my colleagues and our esteemed Directors for the time that you have spent with us today. We will of course have additional interaction in the course of our AGM, but I hope that this presentation has helped to give you an overview of the company's plan and our focus on Do Good and Do Well. Thank you very much.
- **Mr. Mukund Chitale – Chairman, Macrotech Developers Limited:**
- Thank you, Abhishek for giving a detailed presentation on what company is doing and what plans we have. I must also thank all the shareholders for continuing with us even after some interruptions on account of connections. May I now request the Company Secretary to explain the process of e-voting during the AGM on the resolutions?
- **Ms. Sanjyot Rangnekar – Company Secretary, Macrotech Developers Limited:**
- The company has provided e-voting facility to the shareholders. This facility is administered by NSDL. The e-voting facility is also provided to members joining the AGM and who have not yet voted. These members may also cast their vote on NSDL's e-voting platform. The facility for e-voting shall also be made available 15 minutes after the conclusion of the proceedings of the AGM and thereafter the meeting shall deem to have closed. CS Shraavan Gupta has been appointed as scrutinizer for ensuring a fair and transparent e-voting process. As this meeting is electronically conducted meeting, there will be no proposing and seconding of the

resolutions, as all the resolutions have already been put to vote through e-voting. Thank you.

- **Mr. Mukund Chitale – Chairman, Macrotech Developers Limited:**

- Thank you, Sanjyot. I will now request the moderator to call out the names of the registered speaker shareholders one by one. The shareholders should speak only after the moderator announces their names. I request all shareholders to state their questions briefly. As a matter of convenience, we will respond to all the queries once all the speaker shareholders have finished their queries, so that from the company side, we can answer all the queries together in a cohesive manner. May I now request the moderator to commence the process for questions from shareholders?

- **Moderator:**

- Thank you very much. We now begin the question and answer session. Ladies and gentlemen, we will wait for a moment for the queue to assemble. We have our first speaker shareholder, Gautam Tiwari, would request you to please unmute your line and proceed with your question.

- **Mr. Gautam Tiwari – Shareholder:**

- Yes Sir.

- **Moderator:**

- Please go ahead, Mr. Tiwari. You're unmuted, please unmute your line and proceed. Your audio is muted from your end, please unmute and proceed. Yes, now you are audible. Please go ahead.

- **Mr. Gautam Tiwari – Shareholder:**

- I am audible, okay. Sir, am I visible Sir?

- **Mr. Mukund Chitale – Chairman, Macrotech Developers Limited:**

- Yes Sir.

- **Mr. Gautam Tiwari – Shareholder:**

- Yes Sir, I think I am visible also. Thank you very much Sir. It is nice to see you Sir. So nice, fit and fine in every condition. Very, very good afternoon Sir. In the last meeting also I was there, after 25 years of our company, we have listed it last year and with great value addition which you had already still last year and this year also had very, very great value addition really I salute for your working and I salute for your success. Dear Sir, very, very good afternoon to our honorable Chairman Sir, Mukund Chitaleji, our CEO & MD, Mr. Abhishek Lodhaji, and our Company Secretary

Sanjyotji, and our Rajendra Lodhaji, and all other well dignified and eminent Board of Directors in Macrotech Developers Limited, and my fellow shareholders, my name is Gautam Tiwari as pronounced and I am participating at this AGM from Mumbai. Dear Sir, first of all, I will also like to welcome Rajeev Bakshiji in our company, because our company is certainly going to benefit out of his experience and expertise and influence in this field. Dear Sir, one thing I like very much, that we started with Ganesh Vandana. When we were small, our mummy used to tell us that whatever work you want to do, start with Ganesh Vandana. I did all the work in my life like this only in all fields and I am telling you the truth Sir, wherever I put my hand, I got success in it. I thank you for this Sir. Chairman Sir, company has done very well since time of the listing and created a shareholder value, which is reflected in the good performance of the stock. It has delivered all its promise of getting the debt down, we have reduced our debt to a greater value as you have already stated Sir in your opening speech. Sir, I was listening your opening speech very carefully, lot of questions have been answered in that and it was very interesting and detailed and in a very excellent way it was done, Abhishek Lodhaji, I really thank you very much for this detailed introduction of our company to us. Sir, it hasn't only delivered on its promise of getting debt reduction and as well as the achieved a very strong sales growth. I commend the management to deliver on all fronts, it has also taken good steps on environment and social fronts. Environment is going to be important not only for us, but for our younger generations and generations to come in future. So, therefore Chairman Sir, thank you very much for taking the lead in this regard. Sir, company has also announced plans for dividend payment which you have announced Sir, we are very happy that from next year onwards, our company will come in the dividend paying list and market will give a very good accord and very good response to our company because I am very sure every year our company will keep on paying the dividend as the policy of Lodha Builders is there and I am sure the company is going to get very good market share in the future to come. So, it is very good for small retail shareholders like us that the company will come in dividend paying list Sir and CM Sir, I have got two questions. My first question in fact rather three questions, but the third one is answered systematically, I think. My first question is Sir our growth plan in different cities, now recently the company has announced that we have already done our entry in Bangalore. Now, which other city is the company planning to enter and what kind of sales growth do we expect Sir in the next three to five years. Dear Sir, second is vaccination, because pandemic is not over yet, third wave is continuing, and we are seeing that cases are increasing day-by-day. So, Sir we would like to know on COVID vaccination front of our employees, Sir COVID has an impact on several lives and vaccination has saved many lives, so I would like to know Sir if all the employees of our company are vaccinated by now. Dear Sir, how much is the carbon reduction that we are achieving this year and as you have said 2035, so are you sure Sir we are going to have zero carbon emission by 2035. Dear Sir, conclusively I would like to say that investor care, I must say Sir Investor care, investor services delivered by Sanjyot, Hitesh, Vipesh, and all other secretarial department and all other finance departments are exceptionally outstanding Sir. I have seen our annual report, so nicely it is printed, it is very

colorful, transparent, it is informative, and adhering to all norms of corporate governance with all facts and figures in place and in detail everything is given, nothing is hidden, and we have got the delivery of it in due time and Sir all the services of the secretarial department are provided to shareholders to us very much humbly, politely, gently, and punctually, not a single question is left unanswered or undone for which we really thank the management. Sir also the services of NSDL and the chorus technical teams is exceptionally outstanding and it is also very good. Dear Sir, I thank the management, for selecting such diamond like service providers for the benefit of shareholders in your company. Sir, I support all appointments and reappointments of all Directors and also support all resolutions and already I voted in favor of them all by remote e-voting. Chairman Sir, I have got total, trust, confidence, and faith in the management of Lodha-Macrotech Developers and all their group companies also I promise to give you a very strong unconditional and continued support till our sun and moon exist on the earth and for the days and years and years to come ahead in future for the company, for your endeavor. Chairman Sir, wish you, total management and all those who are connected, with us and the company, a very safe, long, very happy, healthy, wealthy life, bright future, strong, and robust life and very good and shining future in the days to come and with greetings and compliments for the forthcoming customers for the festivals like Ganpati, Dussehra, Diwali, New Year, Christmas. I'm very sure that in the days to come you are going to be in top 30 global leaders in the real estate. I am very sure time is not very far from us when we will be really in the first five and we may reach even the global leadership as the number one real estate company in a very near future. Thank you very much. I wish you all the best and I'm there, I always pray that God is showering the choicest heavenly blessings upon our company and to all the persons, all the Board of Management and all those are connected with our company always and all the time. Thank you very much Sir, for listening patiently. Jai Hind. Jai Bharat. Jai Maharashtra. Vande Mataram.

- **Mr. Mukund Chitale – Chairman, Macrotech Developers Limited:**

- Thank you.

- **Moderator:**

- Thank you. Before, we call the next speaker shareholder, it is a reminder to participants to please limit their speech or queries to 3 minutes per participant. Thank you. We will move to our next speaker shareholder, Celestine Mascarenhas, request you to please proceed ma'am.

- **Ms. Celestine Mascarenhas – Shareholder:**

- Am I audible?

- **Moderator:**

- Yes ma'am. Please go ahead.
- **Ms. Celestine Mascarenhas – Shareholder:**
- I'm visible also, I think?
- **Moderator:**
- Yes.
- **Ms. Celestine Mascarenhas – Shareholder:**
- Mr. Chitale, I have seen you many times in many meetings. Respected Chairman, Mr. Mukund Chitale, MD & CEO, Abhishek Lodha, other Board Members, my fellow shareholders attending this VC meet, I am Mrs. C.E. Mascarenhas, I am speaking from Mumbai. Greetings to one and all. I thank the Company Secretary, Ms. Sanjyot Rangnekar and her team for sending me an E-annual report and also registering me as a speaker and giving me this Chorus platform to speak which is very much easy to operate. With this, I thank them and thank you, secretarial team also. The annual report is so beautiful, so many pictures of our constructions, completed projects, it is a treat to look at the annual report. At the same time over and above the photos, there is so much information and which is quite self-explanatory. At the same time adhering to the norms of the corporate governance, thank you so much and also the communication team who might have done this designing and all, very good. Now, I come to the working, working is good, revenue up, EBT, PAT is up, good market capitalization, our company got listed on 19th April, 2021. Actually, this is the first year after the IPO, there should be a celebration you know if it was a physical AGM, there would have been great celebration because this is the first time after the IPO. I think at least those who have said some few words, they should be some celebration like meeting, get together small level you know. I don't know whether you can do it that way you know, but our MD will definitely think on that. Now, I come to the awards and recognition, which are all given on page 15, excellent, keep it up. I also appreciate the CSR work done by our company and company's team. Also, very good ESG initiative is taken. I would like to know whether we have done some rating on the ESG? If then, who is the rating agency and what is our rating score? Because some people even have managed to get platinum rating you know. Now my query Sir, how much of land bank we have? And how much is added in this last quarter? I would like to know whether we are concentrating for the land bank in urban or also in rural? I am hearing a lot about the Palava India project number one Smart City, how many members have brought in this complex? Is it all completed? How many towers are there in this complex? I would like to ask a request whether you can arrange for a site visit of this Palava to some speaker shareholders if they are interested, because I also feel when I saw the pictures it was so tempting. Now Lodha is among the most sought-after brand in the real estate space, have we done some brand valuation? How many CASA affordable and mid-income housing we have completed? And how many are in work in progress? As I went through the annual

report, I saw total promoter holding is 82.21%, what is it now? and if it is also 82.21%, then one day I think I don't know after how many three years you will have to bring it to 75%, or little below 75%, so you can think of giving to the existing shareholders by way of those extra as a bonus, I mean that's left to the management. Anyway, I support all the resolutions. I am really happy that our company is building a better life to everyone, to the individuals, to the corporates, to the what is that called affordable housing, and to everyone, and may our company succeed, may our company grow in strength to strength, and mainly I wish you and our entire team also I wish our MD also Abhishek Lodha who delivered a lot of understanding we got from the presentation. May he also be blessed with good life, so that he will give lot of rewards to the small shareholders? With this, I thank you very much. Mr. Mascarenhas is also a shareholder; he wants to say some lines. This being the first AGM.

- **Mr. Mascarenhas – Shareholder:**

- Hello Sir. I'm also a shareholder. I would like to give you views of mine. First of all, thank you for giving me an opportunity to speak. I'm very proud of our company's state-of-the-art, I happen to see one of your Vadala Lodha Apartment, state-of-the-art, beautiful. The ambience is excellent and also the people around it. Sir, I would like to know if our buildings are PAN India i.e. located all over India or only in the metros? and also I've got news that Trump Ex-President of USA has got Trump Towers and Trump Ex-President's relative son-in-law is also having stake in our Lodha- Macrotech, is it so? If it's so, please let us know. Other questions have been asked by my wife.

- **Moderator:**

- Mr. Mascarenhas, may I please request you to keep the comment brief.

- **Mr. Mascarenhas – Shareholder:**

- Yeah, yeah, I finished. I finished. Okay Sir. With these few thoughts of mine, I thank you. Thank you very much for hearing patiently.

- **Moderator:**

- Thank you. We now proceed to our next speaker shareholder, Manjeet Singh. He joined the meeting; however, we're still checking for his connection. In the meanwhile, we will move to our next speaker shareholder, Sarvajeet Singh.

- **Mr. Sarvajeet Singh – Shareholder:**

- Hello.

- **Moderator:**

- I request him to please unmute and proceed. Yes Sir. We can hear you. Please go ahead. Sarvajeet Singh Sir, we can hear you, request you to please go ahead. Sarvajeet Sir, we are able to hear you. We are checking the line for Sarvajeet Sir. In the meanwhile, we will move to our next speaker shareholder, Rohinton Batiwala, please unmute your audio/video and proceed. Batiwala, please unmute your audio/video and proceed.
- **Mr. Rohinton Batiwala – Shareholder:**
- Hello.
- **Moderator:**
- Yes Sir, please go ahead. We can hear you.
- **Mr. Rohinton Batiwala – Shareholder:**
- Can you hear me? I am visible also?
- **Moderator:**
- Yes Sir, please go ahead.
- **Mr. Rohinton Batiwala – Shareholder:**
- Respected Chairman and MD and other Board of Directors on dais, Company Secretary and her secretarial team, Register and Transfer Agents, my fellow shareholders on VC, good evening to all of you. Sir, my name is Mr. Rohinton Batiwala and I'm from Mumbai and thanks for inviting me to speak in front of learned Directors and equally learned dignitaries. Sir, the presentation you gave was very, very long Sir. You have wasted our time. We've got so many AGM's and Sir we want to go for other meeting also for VC. So, we have to sit and listen to all this, please next time make your speech very short Sir. Sir, first I like to request your good self that the name of the Directors and Company Secretary is not properly visible with our naked eyes because the font of the name of the concerned Directors and other dignitaries sitting on the dais, are not visible. Next financial year, please do the needful and oblige. Sir, this time dividend has not been declared by the company, but Sir please do not worry about dividend. Let our dear company come into huge profit first and then and then we will talk of dividend. Sir, as the dark clouds have silver lining like that our dear company Macrotech will also come out of the Blues. Sir, you progress ahead, we are with you till the end of life. Sir, now little queries. Sir, what is the road map for next two to three years? Sir what is our CapEx program for next financial year? And Sir who are our major competitors and do we have any threat from them? We are very happy with the awards which we are achieving year after year, keep it up, sir. And what is our land bank we hold? And how much inventories we are holding? Sir, if the situation improves please take our shareholders for site visit as seeing is also believing. I once again, one minute, sir, I

pray to almighty lord to bring our dear company to top number one under your dynamic leadership. Sir, I once again thank you for inviting me to speak and hearing patiently. With this, sir, I support all the resolutions wholeheartedly and wish all of you good luck and good wishes and best of luck for all the coming festivals. Sir, my son, Jehangir would also like to speak as he has also got different demat folio. Thank you, sir, once again, Jai Maharashtra, Jai Hind, Bharat Mata ki jai ho.

- **Moderator:**

- Thank you. We now move to our next speaker shareholder, Manjit Singh on audio, request you to please proceed, Manjit.

- **Mr. Manjit Singh – Shareholder:**

- Management team, my co-shareholders, secretarial department, I welcome you all and I pray to God that all of you stay in good health. In the 27th AGM you have achieved which some companies cannot do for many years. Your performance is good. And the video that you showed before the AGM and the bhajan of Ganesh puja was also very nice, we respect this. I want to know what the roadmap is for the next 24 months. The price increase that has happened so rapidly from the months of November/December to March/April in steel and cement where the costs had increased, what is the effect of this on our company. Please let us know the expenditure on the R&D centre. What are the renewable energy we are focusing on in our townships and housing that we are preparing at various places? How much will we depend on green energy and renewable energy? The press releases that come on the TV with our MD & CEO, Mr. Abhishek sir, is very good, and recently he mentioned that the pre-sale was 2814 crores for 1Q of FY23. And there is an increase of 53% in the collection, and the loans on our company have also decreased. What will be the effect of all this in the coming year? You showed in the video about sports and fitness and you are paying attention to this in your townships that you are building, it was very nice to see that. We have already seen about the pandemic and Corona. If you can tell us about the arrangements made for oxygen and other health related matters, because we may need these things in future which could be made available in our buildings and townships. What will be the effect of the mergers that you have made in our company, National Standard, Roselabs Limited and Sanathnagar Enterprises in this year? We appreciate the efforts made by the secretarial department for arranging this meeting, and this has been a marathon meeting. We started with good afternoon, and it has become good evening now. Thank you, sir.

- **Moderator:**

- Thank you. We now proceed with our next speaker shareholder, Vinay Bhide, request you to please proceed with the questions.

- **Mr. Vinay Bhide – Shareholder:**

- Hello, are you able to hear me.
- **Moderator:**
- Yes, the audio is a little low, request you to hold the mic closer to you, sir.
- **Mr. Vinay Bhide – Shareholder:**
- Yes. Chairman Mr. Mukund Chitale, Managing Director, Mr. Abhishek Lodha, Mr. Rajendra Lodha, other directors present today, company executives, shareholders, good evening to all of you. At the outset, let me compliment the company for good results.
- **Moderator:**
- Sir, your voice is not clear I am sorry to interrupt you, Mr. Bhide. I think you are closer to the other speaker phone so it is creating a disturbance.
- **Mr. Vinay Bhide – Shareholder:**
- Hello.
- **Moderator:**
- It is better now, sir.
- **Mr. Vinay Bhide – Shareholder:**
- Yes, fine. It has nicely been depicted in our annual report and I am also pleased with it. Mr. Abhishek Lodha, let me go through the questions which I have listed out. First question is, what is the cumulative position of pending handover/delivery of residential and commercial area in million square feet as on 31st of March 2022. The second question, what is the Q1 FY2022-23 booking additions in million square feet cumulative for residential and commercial properties. Question no. 3, what was the total advertising spend in financial year 2021-22 and what is the percentage spend on digital advertising as a part of the total spend. And the final question what was the expenditure on information technology in financial year 2021-22 and what is the budget that we have on IT spend for the current year. These are the three questions I have listed out and thank you for giving me an opportunity to speak.
- **Moderator:**
- Thank you. We move to our next speaker shareholder, Rohinton Batiwala, request you to please proceed with the questions.
- **Mr. Rohinton Batiwala – Shareholder:**
- Can you hear me, sir?

- **Moderator:**

- Yes, sir, you are audible and visible.

- **Mr. Rohinton Batiwala – Shareholder:**

- Okay, my name is Jehangir Batiwala. Sir, respected Chairman, board members and VC, company secretary, fellow shareholders, good evening to all of you. My name is Jehangir, a pleasure to be amongst you all. Sir, I will not take up much of your time because lots has been said so I will just skip everything and just put normal queries. First and foremost I would like to compliment the whole board for starting the meeting with Ganesha Vandana, Ganesh Stuti, it is a very good thing and I think this practice should be continued forever. What is the capex for the next year and how will you fund it. Any new projects the company has started? Any affordable housing projects. Sir, are we only into residential or even commercial also? Sir, are we doing only Mumbai, Maharashtra or we are going pan-India. Next year onwards I would request you to let's have a physical meeting where we can meet, greet and talk to each other, and share our views. Sir, talking to a mobile is somewhat it sounds too strange even at this point of time. Thank you, sir, we support all your resolutions wholeheartedly and wish you all the best. The festive season is about to start, wishing the board and the family members of Macrotech and each and every shareholder compliments of the festive season to you all. Thank you, sir.

- **Moderator:**

- Thank you. We proceed with our next speaker shareholder, Sarvjeet Singh, please go ahead, Sarvjeet. Sarvjeet Singh, your line is unmuted please go ahead with your question. In the meanwhile we check his connection we will move to our next speaker shareholder on audio, Yusuf Yunus Rangwala, please go ahead. Mr. Yusuf Rangwala, your line is unmuted. **Mr. Yusuf Yunus Rangwala – Shareholder:**

- Hello.

- **Moderator:**

- Please go ahead, Yusuf. While we check the connection for him, we will move to our next speaker shareholder on audio, Mr. Sarvjeet Singh, please unmute your line and proceed.

- **Mr. Sarvjeet Singh – Shareholder:**

- Hello, chairman sir, can you hear my voice?

- **Moderator:**

- Yes, sir, we can hear you.

- **Mr. Sarvjeet Singh – Shareholder:**

- Hello. Chairman sir, first of all good evening to you, all the board of directors, all the staff of Macrotech Limited and my co-fellow shareholders. Chairman sir, the video that you showed us before the meeting in which each and everything was explained must be appreciated. Lodha Group has been launching many new projects and also tying up land in newer macro markets. I hope the company continues to grow and prosper in the years to come. Sir, my question is on company's plan for the project additions going forward. How many new projects in value terms the company is going to add in this year and the next year. Chairman sir, my second question is on company's plan to enter Bangalore. Why the company has decided to enter in Bangalore. Chairman sir, please let us know why you decided to enter into Bangalore. Apart from that we have full confidence in you and the efforts that you are putting in and we are getting good returns. And we wish that you give us good returns in the coming years also with our profits doubling. I thank your secretarial department and the moderator who gave us the opportunity to speak here. Thank you, Chairman sir.

- **Moderator:**

- Thank you. We move to our next speaker shareholder, Mr. Mukesh Mohan Chandiramani, he has registered for the meeting, however not joined. Hence we will move to our next speaker shareholder, Mr. Dnyaneshwar K. Bhagwat, please proceed with your question, Mr. Dnyaneshwar. Mr. Dnyaneshwar, your audio is unmuted.

- **Shareholder:**

- Sir, you have to keep me on audio, please connect me to audio.

- **Moderator:**

- Sure, in the meanwhile we connect him on audio, we will move on to our next speaker shareholder Yusuf Yunus Rangwala. Mr. Yusuf Rangwala, your line is unmuted requested you to please go ahead. Mr. Rangwala, if you can hear me please proceed with your question.

- **Mr. Yusuf Rangwala – Shareholder:**

- Good afternoon, sir, I was very happy to see your balance sheet. I am also a shareholder of Godrej Properties. I had to buy in a Lodha property in Wadala, what discount will you give this is my question. Abhishek sir, and company's shares department, your presentation was very good, it was long but I liked it. Madam Mascarenhas has requested you and I am also requesting you when you launch anything new please invite us, I like to visit Lodha. You have so many properties in Bombay, Lodha's name is enough. I wish to quote something, "Chamakti hai jaise

phoolon mein khusboo vaise Lodha ka naam rahe". I wish that your name should become famous abroad also not only in India alone. How many projects are there in Pune and Madras? And you also mentioned Bangalore, how many projects are there in Bangalore? In Bangalore there are the Prestige Developers who have now started 2-3 projects in Mumbai. In the south like Madras, Coimbatore how many projects are there in South? How many projects are there? What is the total number of staff? How you are celebrating the Independence Day, if you are having any get-together in Diwali please invite us also at that time, this is my humble request this will make me very happy. Thank you very much for giving me a chance to present my views. Thanks to the secretarial team also for all the guidance and hardwork. Our full support to you, Chairman. Thank you Jai Hind, Vande Mataram, Bharat Mata ki Jai.

- **Chairman:**

- Thank you. Thank you.

- **Moderator:**

- Thank you. We move to our next speaker shareholder on audio, Mr. Dnyaneshwar K. Bhagwat on audio, please go ahead, sir.

- **Mr. Dnyaneshwar K. Bhagwat – Shareholder:**

- Hello, can you hear me, sir.

- **Moderator:**

- Yes, sir, we can hear you please go ahead.

- **Mr. Dnyaneshwar K. Bhagwat – Shareholder:**

- Thank you very much. First of all I would like to say thanks for calling my name, very good evening sir. My name is Dnyaneshwar K. Bhagwat I am attending from Mumbai, Borivali. First of all, I would like to say thank you to the Company Secretary for sending me the soft copy well in advance which is full of knowledge, easy to understand. Secondly, about the financial part Mr. Abhishek Lodha has given all the details about the company performance, awards and everything in CSR. So from my point of view there is no question, so no more questions about the financial part. Thirdly, I support all the resolutions, whatever resolutions are given in the agenda. Last but not the least only the one question is there, just now the previous speaker asked a question, how many employees are working in our company as full time or part time or temporary, this is the only question. Rest coming next week we have 75th year of Independence that is called Amrit Mahotsav, I wish good luck to our company for the 75th Independence Day and Ganpati festival, Diwali and Dussehra. Rest, thank you very much for hearing patiently, thank you very much, sir.

- **Moderator:**

- Thank you. That was our last speaker shareholder, sir. Over to you, Chairman sir, to continue with the proceedings.
- **Mr. Mukund Chitale – Chairman, Macrotech Developers Limited:**
- So all shareholders who had requested have spoken. May I now request Mr. Abhishek Lodha, Managing Director and CEO, to reply to the questions raised by the shareholders?
- **Mr. Abhishek Lodha – Managing Director & CEO, Macrotech Developers Limited:**
- Thank you, Mr. Chairman. And thank you to all the learned shareholders for their questions which are thought provoking and will help us as we answer them to think also about many new ideas that they have suggested.
- Starting with the questions, as a company we are focused on the three markets of Mumbai region, Pune and Bangalore. And as we showcased in the presentation we expect that these markets are sufficient for our growth plans over the near term and the medium term, and therefore we intend to remain focused on these three macro markets and grow steadily at 20% or thereabouts which we see these markets are sufficient for our growth. And therefore there are no plans at this time within the residential business to enter any new market in the next two to three years.
- Second, these markets already make up about 2/3rds of the total value of housing sales in the top 7 Indian cities and therefore while we are present only in 3 markets or 3 cities we are serving a very large proportion of the overall demand in the country.
- There were questions around our Covid vaccinations, I am pleased to inform you that as of June 2022 end, 100% of eligible employees have been fully vaccinated against Covid and also a large proportion of the employees have received their booster doses already. And we have already extended this coverage to their dependents as and when they need it.
- In terms of our carbon emission progress we aim to be carbon neutral by 2035 and we are very glad to know that we have already made significant progress in this direction. As of March '22 we had already reduced our total carbon footprint by 30% and we expect that to reduce in an expedited manner over next few years.
- In terms of our ESG rating we had the rating conducted by S&P which is a globally renowned rating agency last year and our rating was amongst the top 13% of the real estate companies in the world. We expect S&P as well as a few other rating agencies to do our ESG ratings in this fiscal year.
- In terms of our land bank, we have across various micro markets of Mumbai, Pune and ongoing as well as planned projects of almost 100 million square feet. In addition the company has almost 4400 acres of land parcel at two different locations

in the extended eastern suburbs of Mumbai out of which we have earmarked 900 acres for residential development, and an additional 900 acres towards digital infrastructure and the balance land will be put to use as and when the respective parcels of 900 to 1000 acres are reaching the end of their respective lifecycles.

- From time to time we add modest amount of land in order to make the complete land parcels or add land parcels which are touching the existing land parcels. However, generally we are focused currently on the capital light JDA model for growth. Since the IPO we have added about 21000 crores of GDV with a development potential of about 14 million square feet. And for fiscal year '23 we expect to add about 15,000 crores of projects including what we have added in Quarter 1, and are focused on developing and growing our presence in the micro markets of Mumbai, Pune and Bangalore where we are currently under-represented.
- In terms of a brand valuation, we have currently not conducted any brand valuation, but we take that suggestion on board and we will explore how best the value of our brand can be appropriately assessed.
- In terms of the question on any stake of the Trump family, we would like to clarify that there is no direct or indirect stake of any member of the Trump family in the Macrotech Developers Limited, and any such information is completely false.
- In terms of our 24 month roadmap for growth as we explained during the presentation, our focus is on delivering predictable growth and doing it with the highest levels of transparency. We intend to grow our pre-sales by approximately 20% CAGR over the next two years and for the foreseeable future after that and over the next by fiscal 2026 improve our ROE from 15% currently to 20%.
- In terms of the question on inflation, we have given a detailed analysis of this in our investor presentation for the quarter ending March '22 and thereafter also an update in the quarter ending June '22.
- To summarize the impact of inflation on our cost of goods sold has been quite modest and as of June '22 it is about 2% of the cost of goods sold. And given the fact that the prices of residential units are rising at about 6% per annum, this cost can be quite reasonably absorbed and is not margin diluted.
- Moving forward in terms of the question on advertising spend, we spend approximately 80 crores rupees on advertising in fiscal year '22, and of that about 28% was spent on digital advertising.
- In terms of our IT spend we spent 33 crores in fiscal '22, and the budget for fiscal '23 is approximately 43 crores.
- In terms of the areas as on March '22, we have 40 projects under construction with saleable area of about 29 million square feet. During the first quarter of the current

fiscal we had pre-sales of 2.2 million square feet in the for sale part of our business. As I have noted earlier about 75% of the total growth of pre-sales that we have planned for the year being approximately 2500 crores increase over the base of 9000 crores which we achieved in fiscal '22, out of that almost 1800 crores have been achieved in the first quarter itself which is about 75% of the total growth plan for the year.

- In terms of the number of people working in the company, we have approximately 3300 people working in your company and this number is expected to grow up at a modest pace as we grow the scale of our projects and as well as we expand in the geographies of Pune as well as in Bangalore.
- With this I hope that we have answered the questions that have been raised. I once again am thankful to our shareholders for their incisive questions and I now hand back the podium to Honourable Chairman to take the meeting forward. Thank you very much.
- **Mr. Mukund Chitale – Chairman, Macrotech Developers Limited:**
- Thank you, Abhishek. I think if we look at the questions they showed a good amount of interest shown by the shareholders which is really a good thing for the company. Many of you asked questions in Hindi and I hope you have got your replies.
- With this we continue and complete our meeting. I thank all the shareholders for the patience during the meeting and for their valuable suggestions. Those shareholders who have any further queries may write an email to the company secretary at the dedicated email id investor.relations@lodhagroup.com and we will be happy to respond to your queries.
- The following resolutions are being put up for shareholders' approval at the AGM. I will just identify the main item of the resolutions so that we have a quick summary of the same.
- No. 1: Approve the standalone and consolidated financial statements of the company for the financial year 21-22.
- No. 2: Approve reappointment of Mr. Rajinder Pal Singh who retires by rotation and is eligible for reappointment.
- No. 3: Approve reappointment of Mr. Abhishek Lodha as Managing Director and CEO for a period of 5 years with effect from 1st March 2023
- No. 4: Approve reappointment of Mr. Rajendra Lodha as Wholetime Director for a period of 5 years effective from 1st March 2023.
- No. 5: Approve appointment of Mr. Rajeev Bakshi as Independent Director for the first term of 5 years.

- No. 6: Approve payment of commission to Independent Directors with effect from financial year '22-23.
- No. 7: Approve the remuneration of cost auditors for the financial year '22-23.
- The e-voting facility will remain open for the next 15 minutes to enable members to cast their votes. The results will be announced within 2 working days from the conclusion of this AGM and the same would be intimated to the stock exchanges and uploaded on the website of the company and NSDL.
- With the consent of all the shareholders, I and other board members would now like to leave the meeting and before leaving I once again thank all the shareholders for their cooperation in the smooth conduct of the meeting. I thank all my co-directors, members of the management team who have joined this meeting. This meeting will stand concluded at the end of 15 minutes from now to enable the e-voting to be completed.
- Thank you very much.
- **End of transcript**
- Safe harbor statement
- Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward looking statements. Macrotech Developers Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.
