



**THE PRIDE OF OWNING
A LODHA HOME.**

THE PRIDE OF BUILDING THE NATION.

#ApnaGharApnaDesh



**AGM
PRESENTATION**

10th August, 2022

Disclaimer

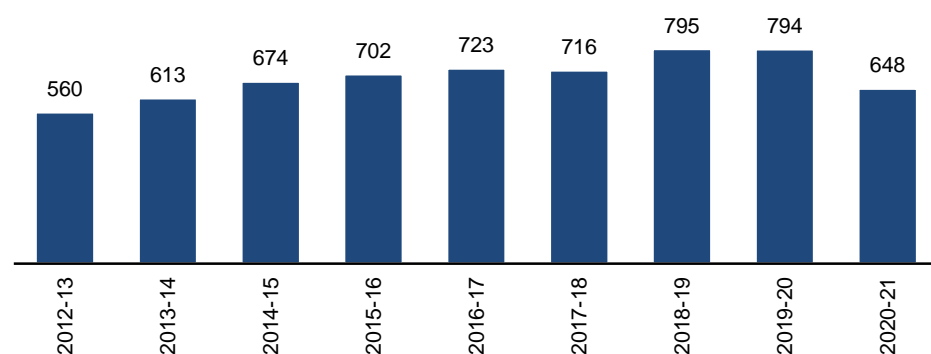
Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ 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.

Structural strength, affordability to drive multi-year housing up-cycle

Large no of educated workforce added every year

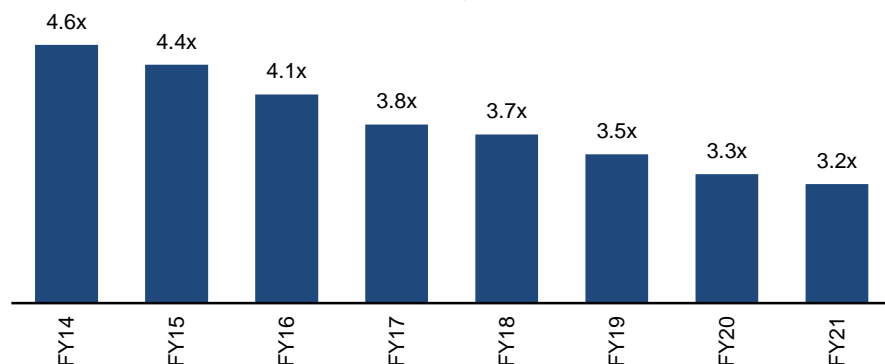
Total placements from AICTE approved institutes (in '000s)

No of students graduating every year from AICTE affiliated institutes: ~1.5mm

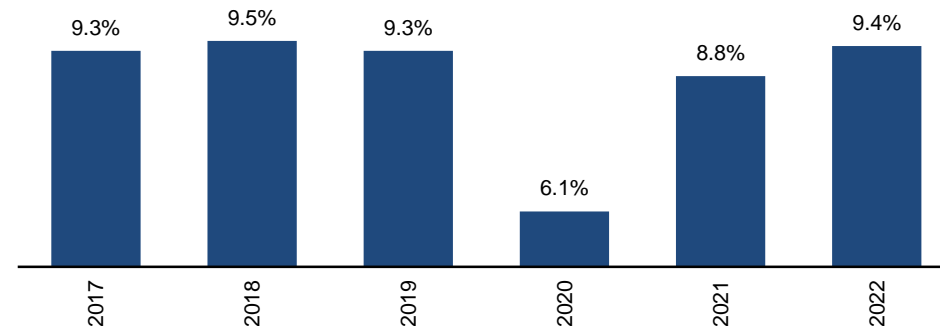


Improved affordability to support demand

Affordability ratio¹

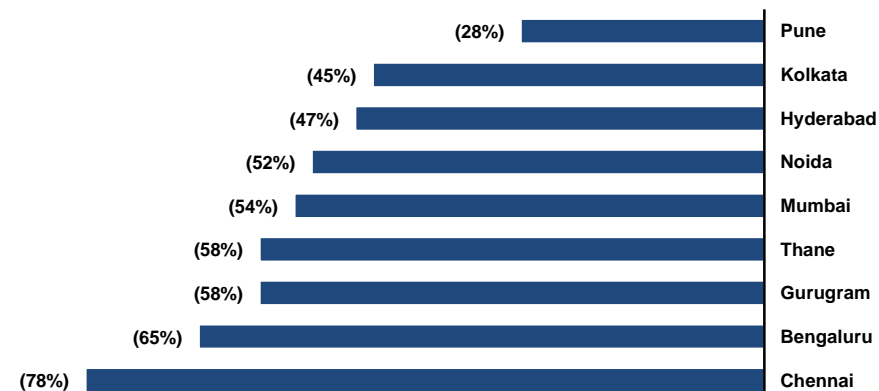


India Average wage growth across industries



Supply side consolidation due to policy reforms and liquidity crisis accelerated further post Covid

Decline in number of developers (% change between 2012 - 2019)



Delivering quality at scale, across all segments: Palava (affordable housing, adjacent to Navi Mumbai) (1/7)



Delivering quality at scale, across all segments: Upper Thane (affordable housing, adjacent to Thane) (2/7)



Delivering quality at scale, across all segments: Amara (mid-income housing, Thane) (3/7)



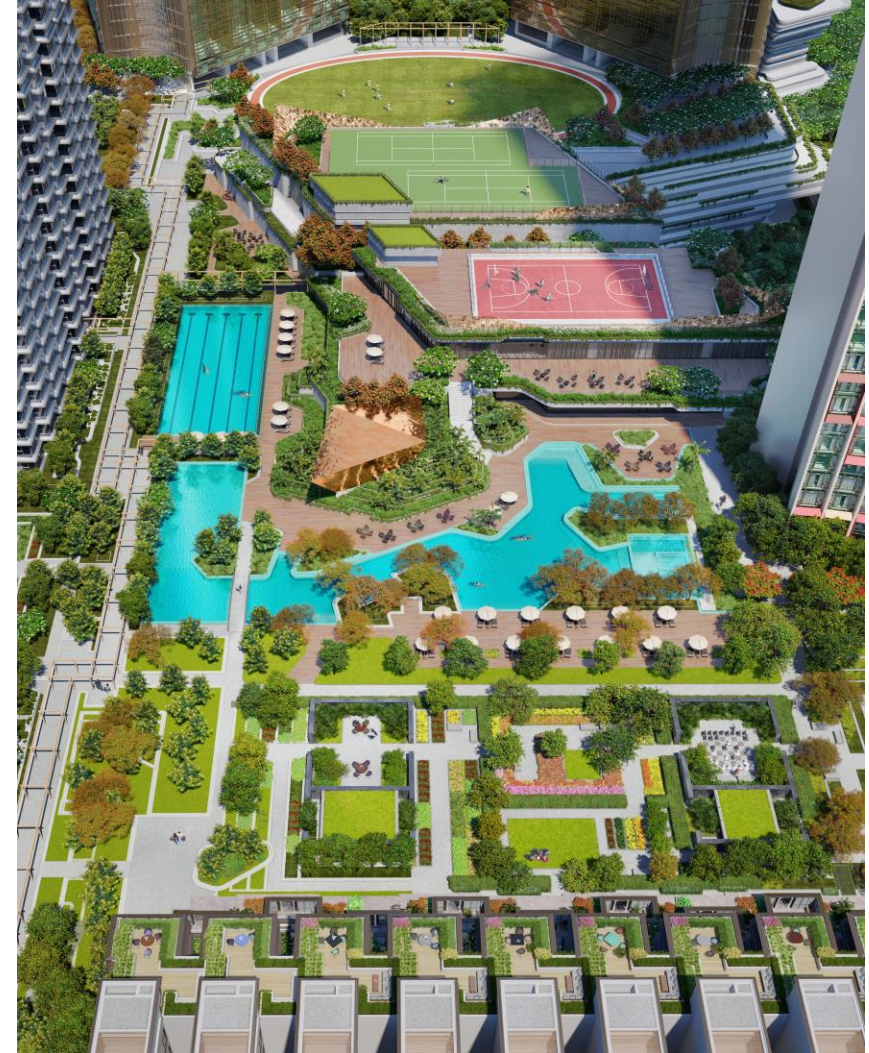
Delivering quality at scale, across all segments: Splendora (mid-income housing, Thane) (4/7)



Delivering quality at scale, across all segments: World Towers (premium housing, Central Mumbai) (5/7)



Delivering quality at scale, across all segments: Lodha Park (premium housing, Central Mumbai) (6/7)



Delivering quality at scale, across all segments: Lodha Altamount (luxury housing, South Mumbai) (7/7)

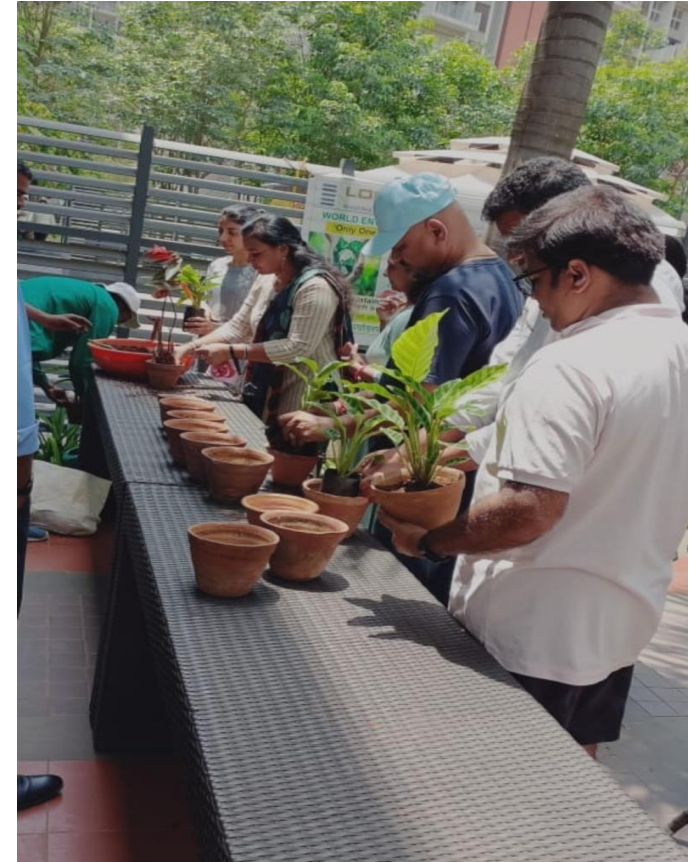


Building communities at our developments



Sports

Building communities at our developments



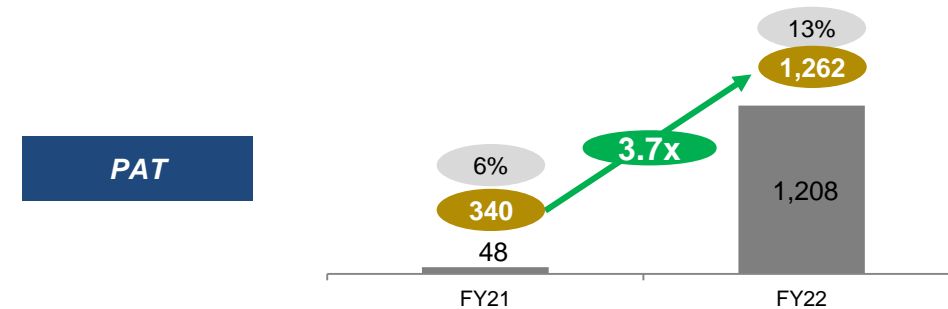
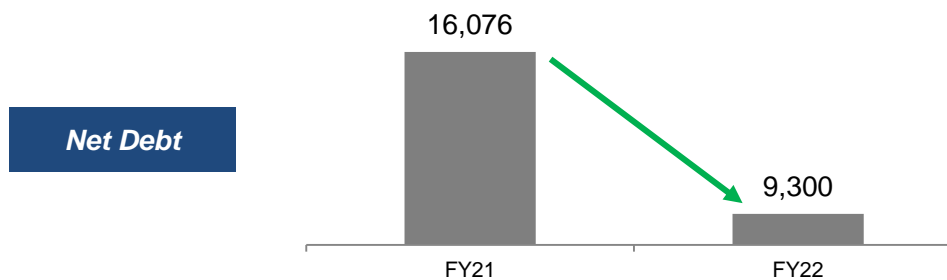
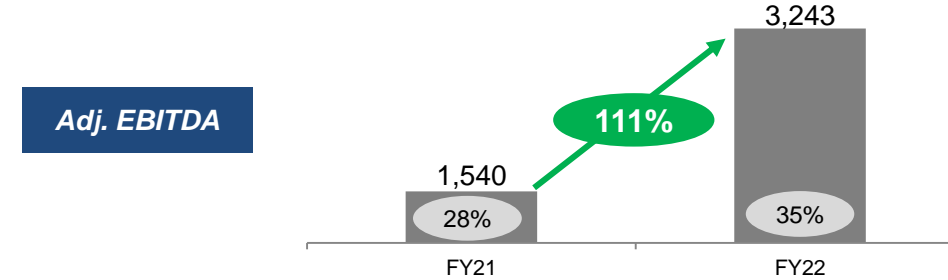
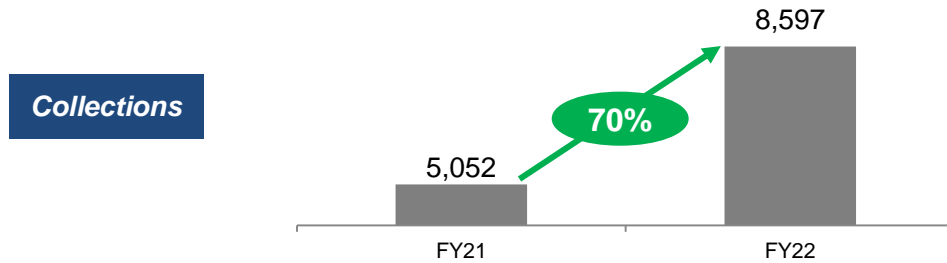
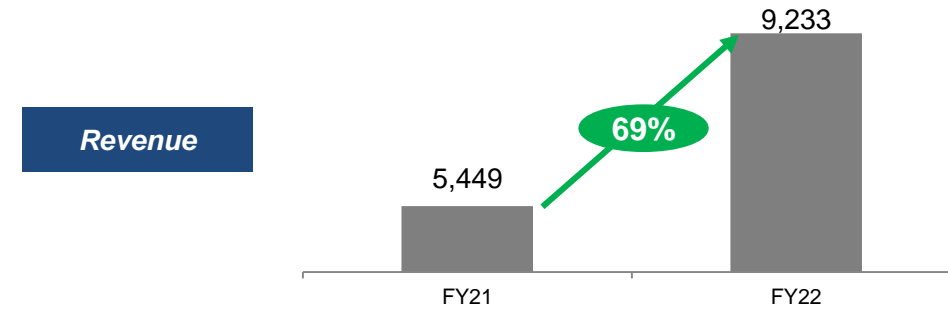
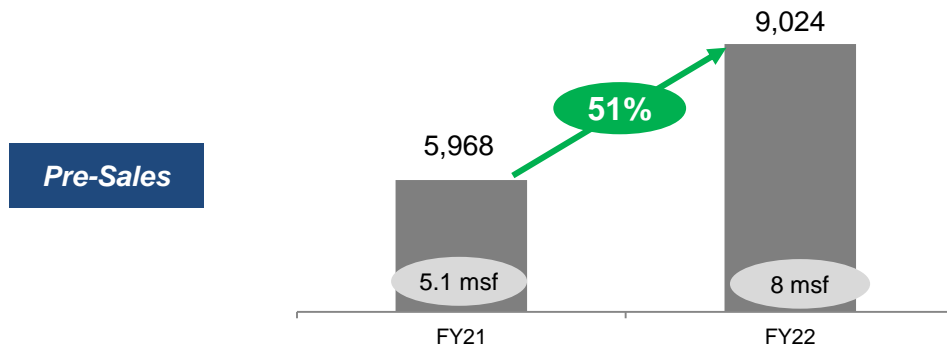
Sustainable Living



Testimonials from our customers (Video)

FY22 Performance

INR Cr



*Others include Digital Infra, land and rental asset sales

Adjusted EBITDA = After Grossing up of Finance cost included in cost of project and Forex gains/losses

Adjusted EBITDA margin /
PAT margin (ex. Forex and Exceptional items) for the duration

XXX

PAT before impact of Forex and Exceptional Items


FY23: Strengthening capability to deliver predictable growth

INR Cr

	FY22	FY23 Guidance	% growth	1Q FY23
Pre-Sales	9,024	11,500	27%	2,814
<i>For Sale</i>	<i>8,443</i>	<i>10,500</i>	<i>24%</i>	<i>2,426</i>
<i>Others*</i>	<i>581</i>	<i>1,000</i>	<i>72%</i>	<i>389</i>
Operating Cashflow	3,950	~ 6,000	~ 50%	1,351
New Project Additions	14,600	~15,000		6,200
Net Debt	9,309	~ 6,000		8,856

Delivered 75% of growth required to achieve FY23 pre-sales guidance in Q1 itself

High quality management team




Shaishav Dharia
CEO – Townships & Rental Assets, Director – Digital Infra
 ■ Formerly worked with McKinsey & Company and Logic Tools




Sushil Kumar Modi
Chief Financial Officer
 ■ Formerly worked at GMR, Aditya Birla Group & JSW Steel




Deepak Chitnis
Chief Designer
 ■ Previously served as senior architect at Oberoi Constructions Pvt Ltd




Prateek Bhattacharya
CEO – Western Suburbs & Thane
 ■ Formerly served as Expert Associate Principal at McKinsey and Co.




Prashant Bindal
Chief Sales Officer
 ■ Formerly part of Spice Mobilitiy, Walmart India and Hindustan Coca Cola Beverages




Rajat Kumar Singh
President- Finance
 ■ Formerly worked with Adani Group, Reliance Group & GMR




Rajib Das
President - Eastern Suburbs & Navi Mumbai
 ■ Formerly worked with Godrej Group, Indiabulls Properties




Rajesh Sahana
President – Customer Experience
 ■ Formerly worked with Globacom, Reliance Jio, Bharti Airtel, ABN Amro & Bank of America



Shyam Kaikini
President – Hospitality & Property Management
 ■ Formerly associated with Taj Hotels, Jumeirah International




Tikam Jain
CEO – Pune
 ■ Grown at Lodha with 25 years of association, last position held as Head CPT




Janhavi Sukhtankar
President – Human Resources
 ■ Formerly held senior positions at Greenpeace International & Sanofi India



Ramit Chopra
Head – BD, Leasing & Asset Mgmt., Digital Infra. Platform
 ■ Formerly worked with Embassy Industrial Parks, Indospace



Rajendra Joshi
CEO – Bangalore
 ■ Formerly associated with Brigade Enterprises, Mahindra Lifespaces



Rajesh Agrawal
President - Procurement
 ■ Formerly served as Group CPO at Adani Ent. & held senior positions at RIL, JSW

COOs
 ■ **Satish S:** Ex-Arabtec.
 ■ **Shrikanth K:** Ex- Phoenix
 ■ **Yogendra B:** Ex- L&T

Significant experience across industries & functions

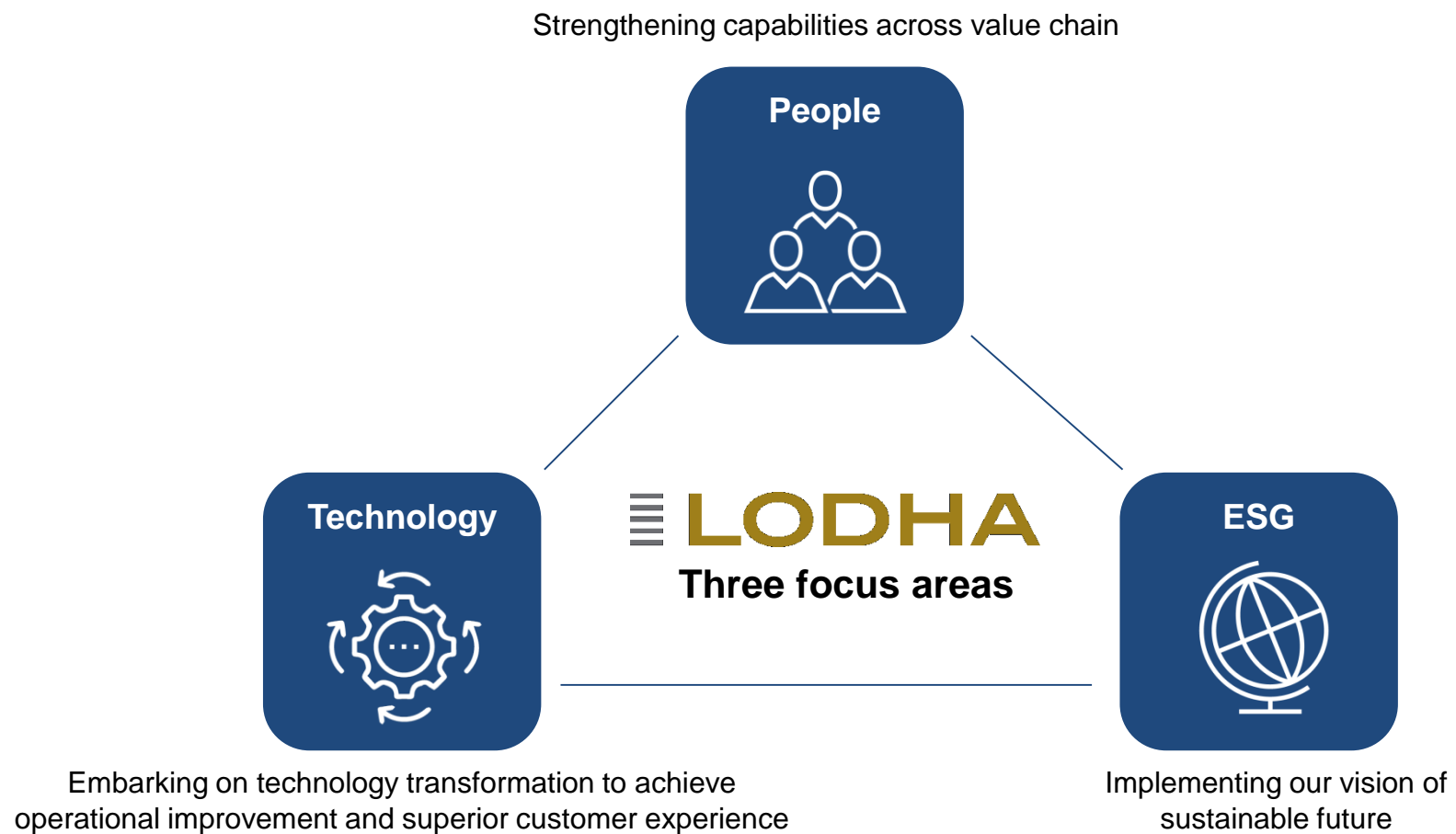
Depth of Experience in Key Competencies

Excellent Domain Knowledge

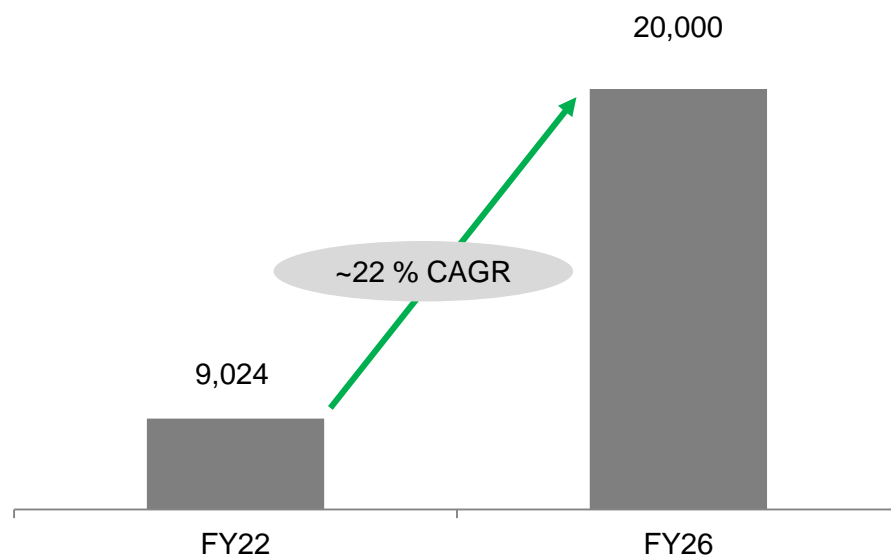
xx Experience in the industry

Recent Additions to Mgmt team

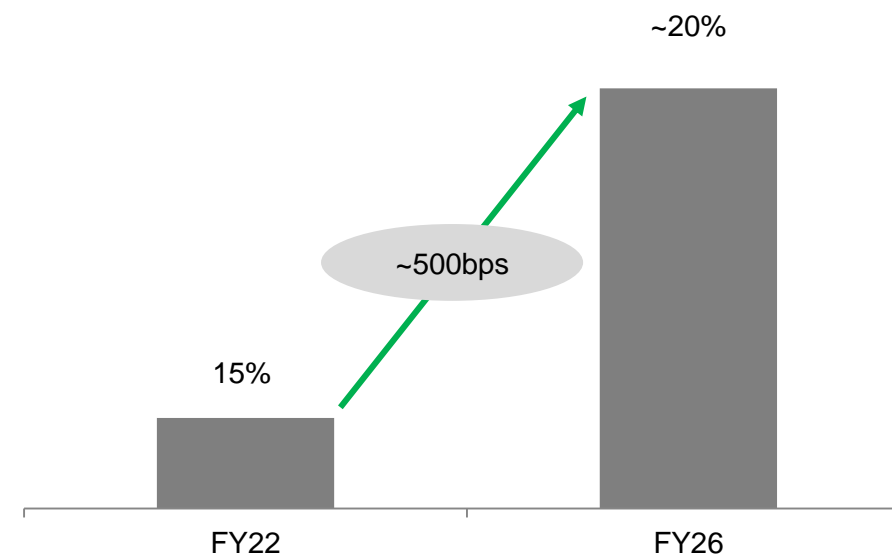
Investing for the next phase of growth



Focus to deliver ~20% Pre-sales CAGR & RoE with net debt \leq 1x of Operating Cash flow

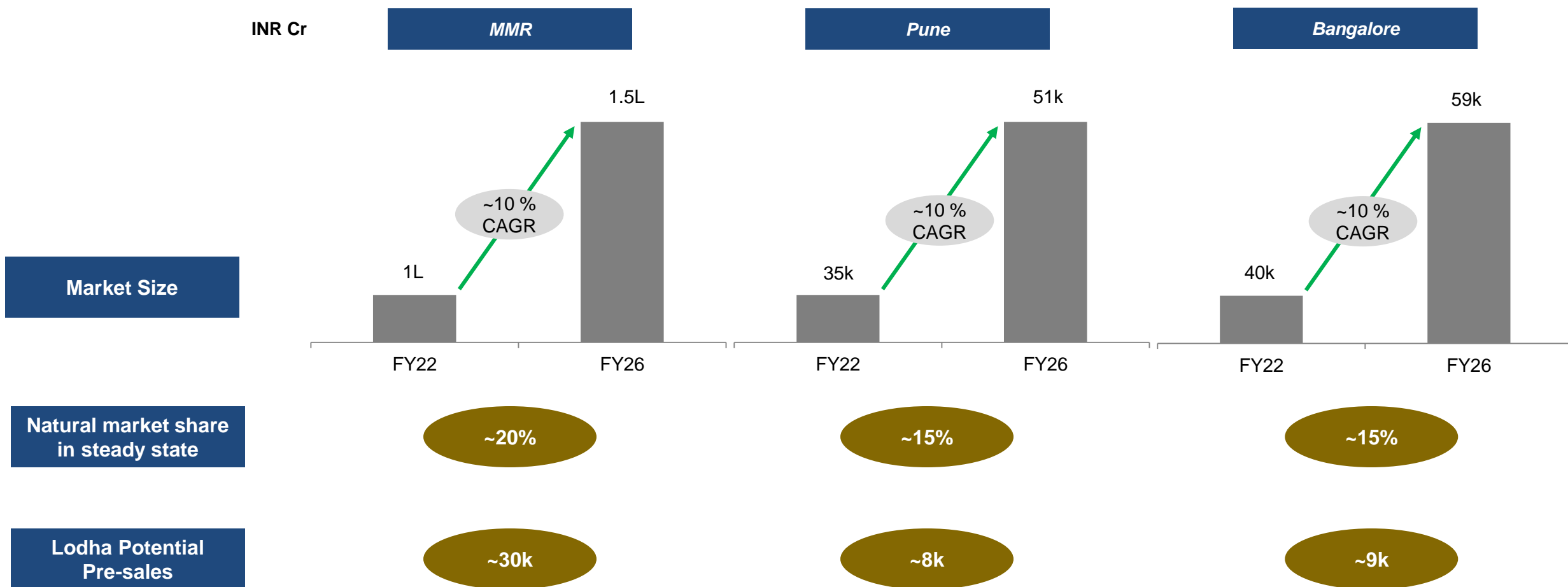


Pre-Sales



RoE

~20% pre-sales CAGR



FY26 Pre-sales Guidance of INR ~20k crores compares favorably to sales potential of INR ~47k crores at its natural market share; natural market share leaves room for significant further growth thereafter


~20% ROE through mix of 'owned' & 'JDA' projects

	Share of pre-sales in steady state	ROE Profile
Owned land projects	~60%	15% to 20%
JDA	~40%	30%+
Overall		~20%


Significant opportunity to scale up in other micro-markets of MMR

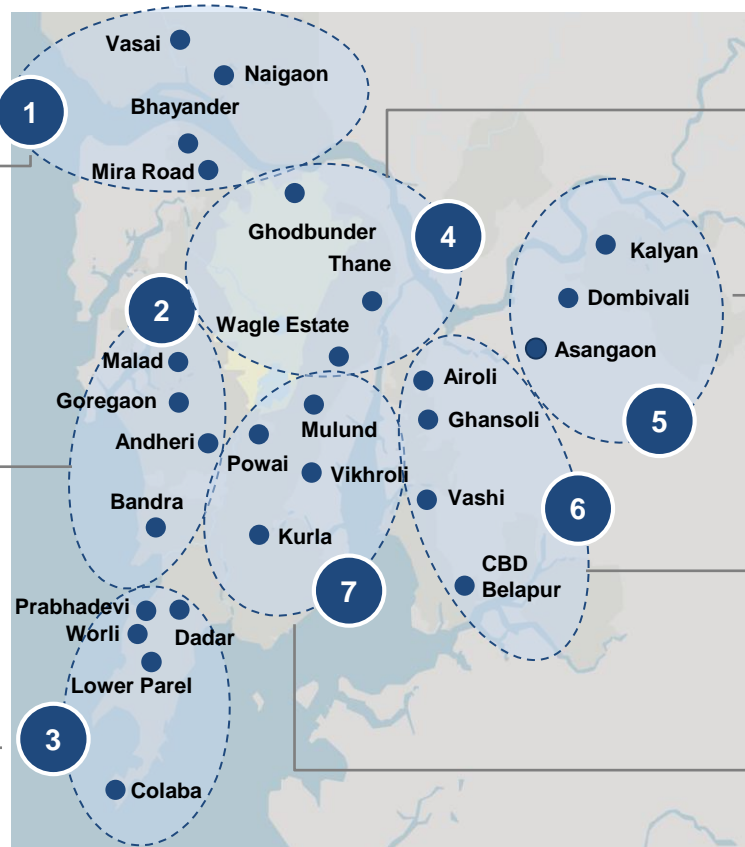
Market leading position in 3/7 micro-markets, with potential for significant growth in others


Market share by Market Size in INR cr


1. Extended Western Suburbs	
Developer	Market share (%)
First	12.3%
2  LODHA	5.4%
Third	4.8%
Market Size: INR 2,400 cr	

2. Western Suburbs	
<ul style="list-style-type: none"> • Pre-IPO, had limited presence • Added 2 projects with GDV of INR ~ 20bn 	
Market Size: INR 17,000 cr	

3. South Central Mumbai	
Developer	Market share (%)
 LODHA	33.9%
Second	13.4%
Third	9.9%
Added 4 projects with GDV of INR 75bn Market Size: INR 12,600 cr	



4. Thane	
Developer	Market share (%)
1  LODHA	19.6%
Second	11.9%
Third	7.7%
Market Size: INR 10,100 cr	

5. Extended Eastern Suburbs	
Developer	Market share (%)
1  LODHA	20.2%
Second	4.8%
Third	3.4%
Market Size: INR 7,300 cr	

6. Navi Mumbai	
Potential growth micro-market for Lodha	
Market Size: INR 11,100 cr	

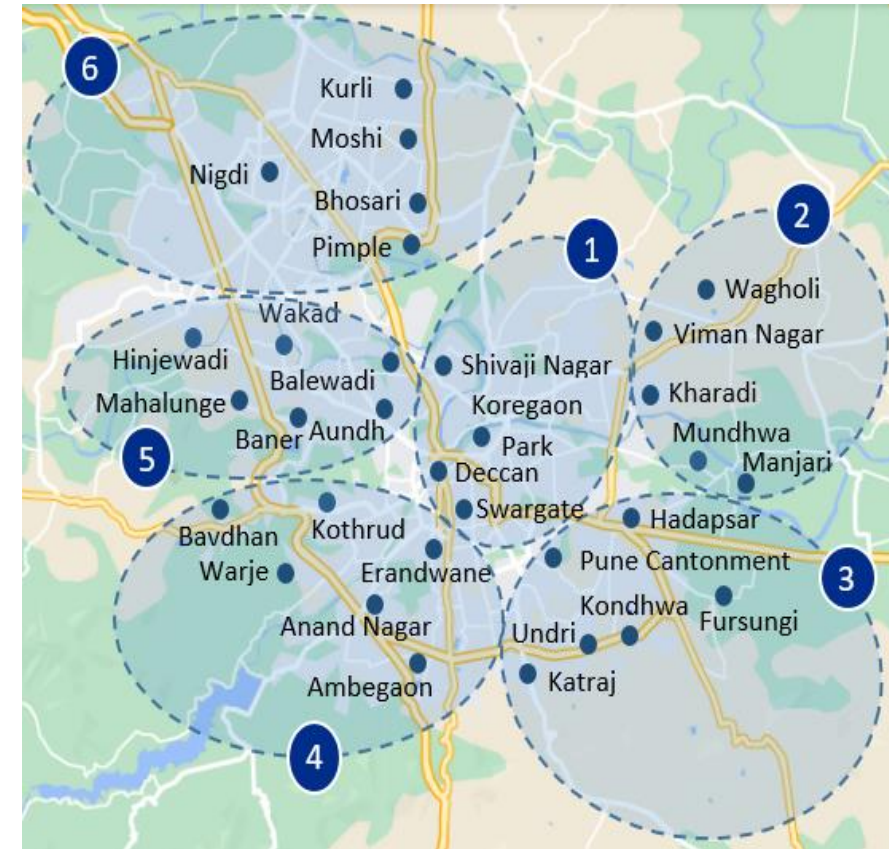
7. Eastern Suburbs	
<ul style="list-style-type: none"> • Pre-IPO, had no presence • Added 5 projects with GDV of INR ~65bn 	
Market Size: INR 17,300 cr	

Land tied up under JDA route in target micro-markets of MMR having Market Size of INR ~50,000 crores

Growing in Pune, multiple projects to be launched in FY23

Market size: INR ~36,500 crores

	Micro-market	FY 22 Market Size (INR cr)
1	Central	1,000
2	North-East	7,500
3	South-East	4,000
4	South-West	5,500
5	North-West	10,000
6	Pimpri-Chinchwad	8,500
	Total	36,500

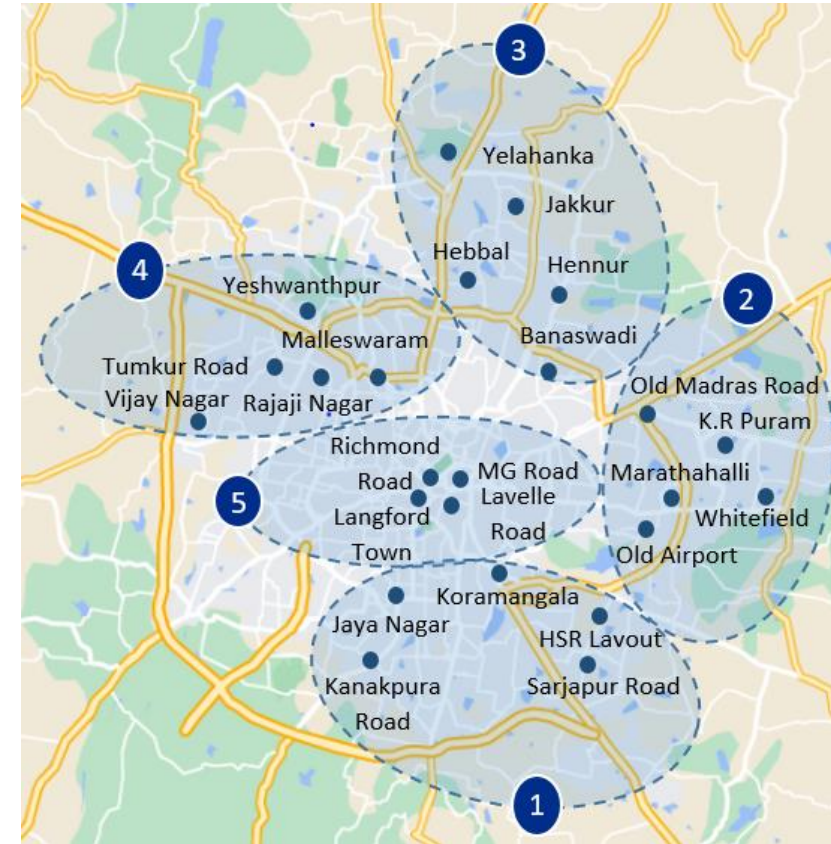


- ✓ Launched first project within the city, off NIBM Road in Aug'21, sold ~60% of launched inventory in 10 months
- ✓ Signed another JDA project in Hinjewadi; advanced stage of signing definitive documents for multiple JDAs
- ✓ Targeting 2-4 new launches in FY23

Entered Bangalore housing market

Market size: INR ~40,000 crores

	Micro-market	FY 22 Market Size (INR cr)
1	South	18,500
2	East	8,000
3	North	11,200
4	West	2,000
5	Central	300
	Total	40,000



- ✓ Signed first project through JDA with development potential of ~1.3 msf and GDV of INR 1,200 crores, targeting launch in Q4FY23/Q1FY24
- ✓ Setting up dedicated team based in Bengaluru focused on delivering gradual, profitable growth:

- Appointed Mr. Rajendra Joshi as CEO (ex-Brigade, Residential Head) for the market

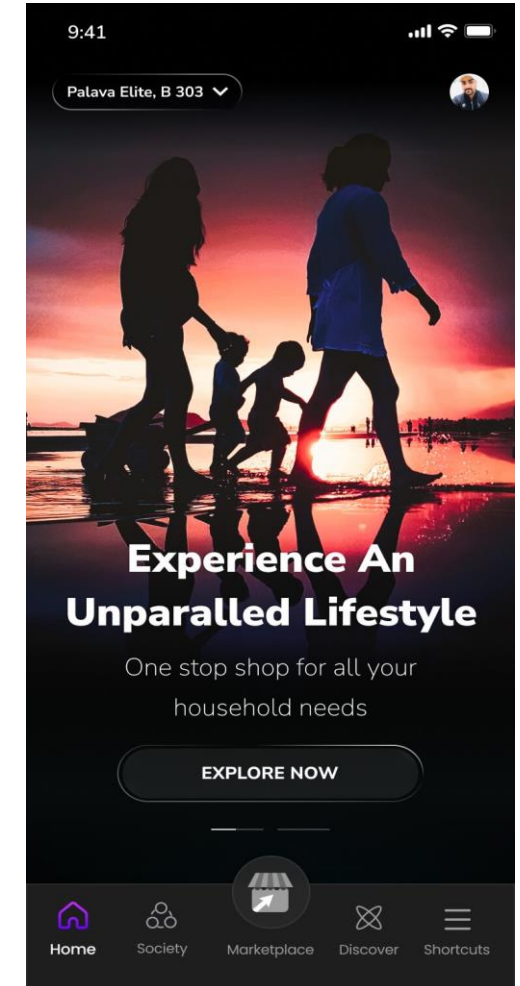
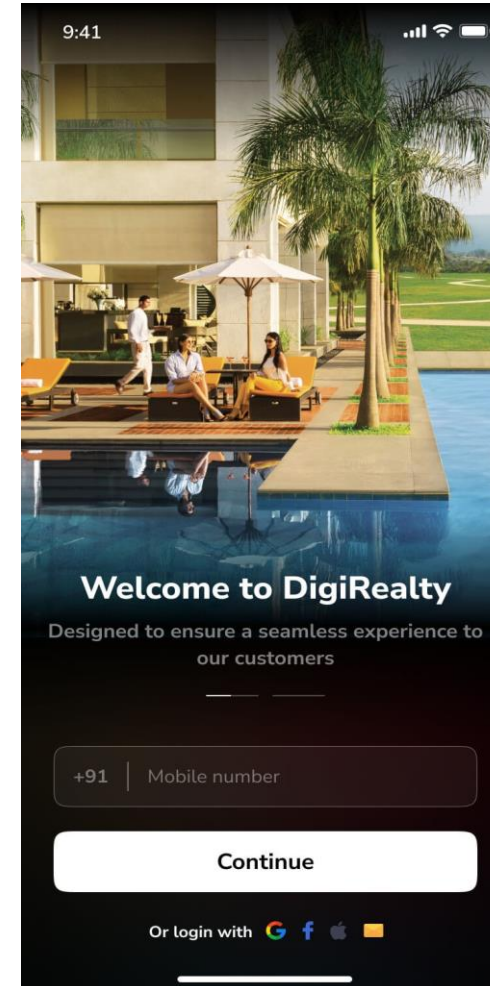
Source: Knight Frank, Industry

New growth segment: Digital Infrastructure

- ✓ Developing Warehousing, Logistics, Data Centers, Light industrials catering to digitization of economy
- ✓ **Strong demand:**
 - Led by e-commerce, logistics, global manufacturing diversifying beyond China and India capitalizing on the same through incentives like PLI[^]
 - Strong outlook* for Ecommerce (~25% CAGR till 2027), Warehousing (~20% CAGR till 2025), Data Center (2x in 3 yrs)
- ✓ **Need for strong India based player:** Opportunity to be amongst top 3 Digital Infrastructure (DI) players in India
 - DI industry largely served by international investors; No large India developer present significantly
 - Land acquisition and execution capabilities key differentiators
- ✓ **Pan-India Platform in JV** with Ivanhoe Cambridge and Bain Capital with planned investment of ~USD 1 billion
- ✓ **Opportunity to create recurring rental and fee income of significant scale, with good RoEs**
- ✓ **Fast forwarding land monetization at townships**
- ✓ **Monetized 330 acres at Palava:** Significant traction seen from end users of diverse industries e.g. E-commerce, FMCG, Engineering Goods, Life Sciences, Building Materials, Cooling System Manufacturer, 3-PL etc

Growth Pilot: Digital Services Business – Leveraging customer connect

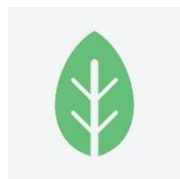
- ✓ Strong understanding of consumers staying in Lodha managed developments and their spending patterns
- ✓ Use Technology to facilitate seamless customer experience through integrated platform
 - Facilities management
 - Home improvement products and services services
 - Near Commerce (not serviced by legacy e-commerce)
 - Real estate services eg. resale/ rental
- ✓ Have a captive base of 55,000 high-spending households in Lodha managed developments;
 - Likely to grow to ~250,000 by 2030;
 - Potential to onboard other developments and add a critical mass of consumers
- ✓ Core team for technology & product in place



Dividend Policy

- ✓ Intend to pay 15%-20% of Consolidated PAT as dividend starting for the year FY23. Expect to:
 - Generate INR ~6,000 crores of Operating Cashflow in FY23
 - Achieve net debt target of 1x Operating Cashflow in next 12 months
 - Have surplus cash after growth investments; to be distributed to shareholders as dividend

Our ESG Philosophy: Do Good, Do Well



Environmental

Ensure sustainability in our core operations by **positively impacting** the natural environment. **Not to contribute to global warming**, and operate through a **resilient** value chain

Climate Resilience: Be resilient to climate change while not contributing to global warming

Achieve Carbon Neutrality in operations by the year 2035 or earlier

Align Scope 3 emissions reduction roadmap with 1.5°C ambition for 2050



Social

Positively impact our people and community through utmost **respect to human rights, diversity and inclusion, and philanthropy**

Create a more diverse & inclusive workforce, with a workplace gender diversity ratio of 44% by 2027[^]. Focus to make work environment more and more engaging & learning oriented

Safety first: Ensuring a safe working environment at our sites to achieve zero fatality, zero hospitalization and lowest lost time injury in the industry.

Support brightest and deserving minds in the country to get access to quality education to achieve their full potential and promote healthcare and vocational training in the community



Governance

Bring about an industry transformation by **leading ethically and bolstering trust** through high degree of transparency and accountability

Strong board with diverse experiences to guide management through the business cycles

Meet expectation of diverse set of stakeholders through deeper engagement, transparent communication & ethical business conduct

Strong risk management framework

We see ESG issues as long term business risks, and not simply as a compliance risk



We mitigate or adapt to the risks through action backed by organizational policies and processes; while engaging with our stakeholders all along

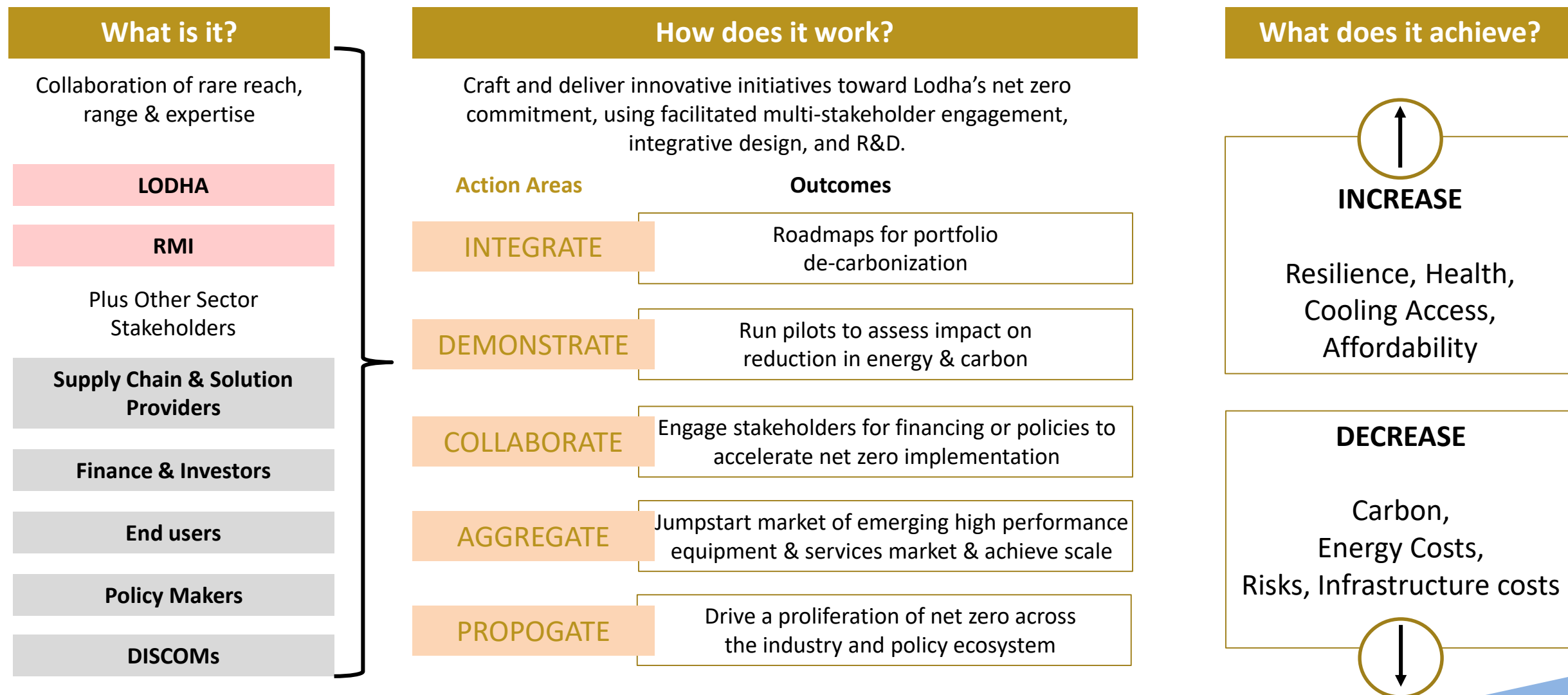


We endeavour to report this de-risking journey transparently to all stakeholders, to build trust and gain momentum



Establish credentials by taking leadership positions on all applicable benchmarks

Launched Lodha net-zero Urban Accelerator in collaboration with RMI*



* RMI: Rocky Mountain Institute, USA

Other Environment related Initiatives

100% transition to renewable energy for construction activity underway; 70% achieved till Jun-22



EV charging infrastructure at our developments in partnership with Tata Power



Shared mobility at our townships



Bicycle sharing at Palava



>25 tonnes of solid Waste Management across our developments



Social Initiatives

Supporting exceptional talent through Lodha Brain Gain Programme



Responding to disaster: Relief measures during pandemic



Ensuring uninterrupted learning and access to quality education to all strata of the community



Vaccination drive at various sites for associates, workers & residents



Strong focus on ESG driven by our empowered Board of Directors



Abhishek Lodha
Managing Director

- Holds a master's degree in science (industrial and systems engineering (supply chain & logistics) from Georgia Institute of Technology
- Worked with McKinsey & Company, USA



Mukund Chitale, *Independent Director and Chairman*

- Director on the Board of L&T
- Former President of ICAI
- Former Chairman of Ethics Committee of BSE



Rajinder Pal Singh, *Non-Executive Director*

- Director on the Board of Maruti Suzuki
- Former Chairman and Managing Director of Punjab & Sind Bank
- Former Chairman of National Highways Authority of India



Ashwani Kumar, *Independent Director*

- Former Chairman and Managing Director (CMD) of Dena Bank
- Formal board member of the Life Insurance Corporation of India
- President of the Indian Institute of Banking and Finance



Lee Anthony Polisano, *Independent Director*

- Founding partner and CEO of PLP Architecture, UK; Fellow member of the American Institute of Architects
- Globally recognized for architectural and urban design work, emphasizing underlying concern for environment; Set new benchmarks for sustainability and technology usage



Rajeev Bakshi, *Independent Director*

- Former Managing Director & CEO of Metro Cash & Carry
- Formerly associated with Pepsico, Cadbury Schweppes, Lakme Lever
- Currently on the board of Cummins India, Dalmia Bharat Sugar



Rajendra Lodha, *Whole-Time Director*

- 31 years of experience in all facets of real estate development
- Bachelor's degree in civil engineering from M.B.M. Engineering College, University of Jodhpur



Raunika Malhotra, *Whole-time Director, President - Marketing and Corporate Communications*

- 15+ years of experience in leadership, corporate strategic planning, consumer insights and brand management
- Formerly worked with ECS Limited and Adayana Learning Solutions in strategic consulting

Building brand Lodha – Recent Campaigns



LodhaGroup.in/homeloan

HOME LOAN RATES
MOVING UP?
NOT FOR YOU.

—><—
GREAT HOMES, GREAT RATE:

**6.99%* FIXED
TILL 2024.**

 **LODHA**
BUILDING A BETTER LIFE

*T&C Apply.

Building brand Lodha – Recent Campaigns



It's time to
live life to the fullest.

Move into a
bigger and better home.

 **LODHA**
BUILDING A BETTER LIFE

Entering new micro-markets – Recent campaigns

sms HOME to 561610

Legacy of delivering
world's finest developments.
Now Kandivali gets its own.

India's No.1 real estate developer[^].
Coming soon to Kandivali East.



[^]By sales of FY 14-21. MahaRERA Registration No. P51800030743, P51800030744

sms LODHA to 56565

From India's first smart city
to London's most desirable address,
**one name is transforming
the way people live.**

Coming soon to Mulund East.



sms VIKHROLI to 561610

India's No.1 real estate developer[^].
Coming soon to Vikhroli.

[^]By sales of FY 14-21. The project has been registered via MahaRERA
registration No. P51800046322 available on the website <https://maharera.mahaonline.gov.in>



sms POWAI to 561610

India's No.1
real estate developer[^].
Coming soon to Powai.



[^]By sales of FY 14-21. The project has been registered via MahaRERA registration number: P51800033966 and is available
on the website: <https://maharera.mahaonline.gov.in> under registered projects.



Thank You!

For any further information, please write to investor.relations@lodhagroup.com