

April 6, 2023

The Listing Dept.,  
 BSE Limited  
 Corporate Relationship Department  
 Phiroze Jeejeebhoy Towers  
 Dalal Street  
 Mumbai- 400001  
 Scrip Code: **543287**  
 Debt Segment – **974163, 974199, 974473, 974511**

The Listing Dept.  
 National Stock Exchange of India Limited  
 Exchange Plaza, C-1, Block G  
 Bandra Kurla Complex  
 Bandra (E), Mumbai – 400 051  
 Trading Symbol : **LODHA**

Dear Sir,

**Sub: Disclosure pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“the Regulations”)**

We would like you to take note of our key operational updates for FY23 and 4QFY23:

- a) Pre-Sales: Lodha achieved its best ever annual pre-sales performance of INR 12,064 crores showing a strong growth of 34% on a YoY basis.**
- Surpassed guidance of INR 11,500 crores despite over 200 bps increase in mortgage rates during the year
  - 4QFY23 pre-sales stood at INR 3,025 crores – 3<sup>rd</sup> consecutive quarter of over INR 3,000 crores pre-sales.
- b) Collections:** Collections were INR 10,606 crores for FY23 up 23% on a YoY basis; 4QFY23 collections at INR 2,933 crores was up 3% on a YoY basis.
- c) Business Development: FY23 has witnessed addition of 12 new projects having ~14 million sq. ft. of saleable area with GDV of INR ~19,800 crores** across various micro-markets of MMR, Pune and Bengaluru.
- Surpassed FY23 guidance of INR 15,000 crores
  - 4QFY23 saw addition of one project with a GDV of INR ~2,000 crores for ~1.5 million square feet of area. Business growth robustness continues to strengthen with significant number of land proposals under evaluation.
- d) Net debt:** On a full year basis, net debt reduced by INR 2,229 crores to INR 7,071 crores. Q4FY23 saw net debt reducing by INR ~971 crores showcasing business strength to continue delivering surplus operating cash even while growing.

**Performance Summary:**

| (INR Cr.)   | 4QFY23 | 4QFY22 | YoY (%) | FY23    | FY22  | YoY (%) |
|-------------|--------|--------|---------|---------|-------|---------|
| Pre-sales   | 3,025* | 3,456  | -12%    | 12,064* | 9,024 | 34%     |
| Collections | 2,933  | 2,843  | 3%      | 10,606  | 8,597 | 23%     |
| Net Debt    | 7,071  | 9,300  |         | 7,071   | 9,300 |         |

*Aforesaid nos. are provisional, subject to audit;*

*\*includes pre-sales of INR 3 crores and INR 602 crores in 4QFY23 and FY23 respectively from projects where MDL is development manager.*



This is for the information of your members and all concerned. You are requested to disseminate the above information on your respective websites.

Thanking You.

Yours faithfully,  
**For Macrotech Developers Limited**

**Sanjyot Rangnekar**  
**Company Secretary & Compliance Officer**  
**Membership No.: F4154**