

October 5, 2023

**BSE Limited**

Scrip Code: 543287

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

**National Stock Exchange of India Limited**

Trading Symbol: LODHA

Dear Sirs,

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

We would like you to take note of our key operational updates for 2QFY24:

- a) **Pre-Sales: Lodha achieved its best ever quarterly pre-sales performance of INR 35.3 bn in Q2, which is otherwise seasonably the weakest quarter of the year.** With this company has achieved 48% of its FY24 pre-sales guidance (H1: 69 bn, FY24 guidance: 145 bn) despite no new locations being launched in H1. With festive season commencing shortly and strong launch pipeline for H2 with launches of c. 7 new locations, the company is on target to meet its full-year guidance.
- b) **Collections:** Collections were INR 27.5 bn for 2QFY24.
- c) **Business Development:** We added 2 new projects totaling ~1.2 million sq. ft. of saleable area and INR ~23 bn GDV. With this, Lodha has already achieved INR ~143 bn of new business addition in 1HFY24, achieving >80% of FY24 guidance.
- d) **Net debt:** Our net debt reduced by INR 5.4 bn during the quarter to INR 67.3 bn. We remain on the path to achieve our full year guidance of getting our net debt to below 1x of OCF or 0.5x of equity, whichever is lower.

**Performance Summary:**

(INR bn.)	2QFY24	2QFY23	1QFY24	YoY (%)	QoQ (%)	FY23
Pre-sales*	35.3	31.5	33.5	12%	5%	120.6
Collections	27.5	23.8	24.0	16%	14%	106.1
Net Debt	67.3	88.0	72.6			70.7

*Aforesaid nos. are provisional, subject to limited review;  
 \*includes pre-sales of INR 530mn, INR 5.4bn, INR 50mn and INR 6.0bn in 2QFY24, 2QFY23, 1QFY24 and FY23 respectively from projects where MDL is development manager.*

Kindly take the above information on record.

Thanking you,

Yours faithfully,

**For Macrotech Developers Limited**

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