



MACROTECH DEVELOPERS LIMITED

29th Annual General Meeting

Friday, August 23, 2024

Transcript

TRANSCRIPT OF THE 29th ANNUAL GENERAL MEETING OF MACROTECH DEVELOPERS LIMITED HELD ON FRIDAY, AUGUST 23, 2024 WHICH WAS COMMENCED AT 3.30 P.M. IST AND CONCLUDED AT 5.05 P.M. IST DEEMED TO BE HELD AT CORPORATE OFFICE AT 9TH FLOOR, LODHA EXCELUS N.M. JOSHI MARG, MAHALAXMI, MUMBAI 400011 THROUGH VIDEO CONFERENCE/OTHER AUDIO-VISUAL MEANS.

- **Ms. Sanjyot Rangnekar, Company Secretary, Macrotech Developers Limited:**
- Good afternoon, dear shareholders. I Sanjyot Rangnekar, Company Secretary, offer a warm welcome to all shareholders to the 29th Annual General Meeting of Macrotech Developers Limited. We would like to start the proceedings with playing the Ganesh Vandana. (*Ganesh Vandana playing*)
- 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 certain points relating to your participation in this meeting.
 - The facility of joining the meeting through video conferencing and other audio video means has been made available to all members.
 - Shareholders joining this meeting are placed on mute by default to ensure a smooth and seamless conduct of the meeting.
 - Once the Question & Answer session starts, names of the shareholders who have registered as speakers will be called out one by one by the Moderator and the respective shareholder will be given access to speak.
 - Speaker shareholders will be in the audio-video mute mode and the Moderator will unmute their connection at the appropriate time.
 - If a speaker is not able to join through the audio-video mode, he/she can join by the audio mode.
 - While speaking, we will request the speaker shareholder to use earphones to minimize the background noise, to ensure that Wi Fi or Internet is working properly, to ensure that no other background apps are playing in his or her system and there is proper lighting.
 - If it is observed that there is a connectivity problem at the speaker's end, we will ask the next speaker shareholder to join. We will come back to the earlier speaker shareholder once all the other speakers have had their turn.
 - We would request each speaker to limit their questions to two minutes each.
 - During the AGM if you face any issues, you may contact the helpline number mentioned in the AGM notice.
 - If at any time you get disconnected from the AGM, you can join using the same method which is written down in the notice.
- Thank you very much. I now request our Chairman Mr. Mukund Chitale to take the proceedings forward.
- **Mr. Mukund M. Chitale - Chairman, Macrotech Developers Limited**
- Thankyou Sanjyot. Good afternoon, dear shareholders. I would like to welcome you all to the 29th Annual General Meeting of your Company. I thank all shareholders who are joining this meeting today and hope all of you are safe and in good health. Participation of Shareholders through video conferencing are also considered as quorum as per the relevant circulars issued by Ministry of Corporate Affairs and SEBI. As the requisite quorum is present, I now call the meeting to order.

- Let me now introduce the eminent members of the Board and Key Management Personnels who are joining this meeting.
 - Mr. Abhishek Lodha, the Managing Director & CEO of your Company. He is attending his AGM through video conferencing from the corporate office of the Company at Mumbai.
 - Mr. Rajendra Lodha, Whole Time Director of your Company. He's attending this AGM through video conferencing from the corporate office of the Company at Mumbai.
 - Ms. Raunika Malhotra, Whole Time Director of your Company. She's 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. He is attending the AGM through video conferencing from his residence in Gurugram.
 - Mr. Ashwani Kumar, Independent Director of your Company, is attending the AGM through video conferencing from Dubai.
 - Mr. Lee Polisano, Independent Director of your company and is also the chairman of ESG Committee. He is attending the AGM through video conferencing from London.
 - Mr. Rajeev Bakshi, Independent Director of your Company and is also the Chairman of Nomination & Remuneration Committee. He is attending the AGM through video conferencing from his residence at Gurugram.
 - Ms. Harita Gupta, Independent Director of your Company and is also Chairperson of CSR Committee, is attending the AGM through video conferencing from Gurugram.
 - I would like to introduce Mr. Shaishav Dharia who has been inducted on the Board recently as Whole-time Director. He is attending the AGM through video conferencing from the corporate office of the company at Mumbai
 - Mr. Sushil Kumar Modi, Chief Financial Officer of your Company. He is attending this AGM through video conferencing from the corporate office of the Company at 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 meeting has been convened and is conducted in accordance with the circulars issued by the Ministry of Corporate Affairs and SEBI that allow companies to conduct AGM through video conferencing or other audio visual means.
- Your Company has also taken requisite steps to enable shareholders to participate and vote on the items being considered at this AGM. As physical attendance of the shareholders is dispensed with, the requirement of appointing proxies is not applicable.
- The registers as required under the Companies Act 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 email address mentioned in the AGM notice.

- The Statutory Auditor's report on standalone and consolidated financial statements and the Secretarial Audit report for the financial year ended 31st March, 2024 does not contain any qualifications or any adverse remarks.
- As the AGM notice has already been circulated to the members, I shall take this as read.
- I now request Mr. Abhishek Lodha, the Managing Director & CEO of your Company, to make a brief presentation of the business of the Company.
- **Mr. Abhishek Lodha - Managing Director & CEO, Macrotech Developers Limited:**
- Thank you, sir. Good afternoon, dear shareholders. I hope all of you, your families and loved ones are well. Thank you for joining us for our 29th annual general meeting. On behalf of Macrotech Developers and its Directors, I would like to take this opportunity to thank each of our shareholders for the faith and support that they have bestowed on our company. As we reflect on the financial year 2023-2024, I am filled with immense pride and gratitude for the journey that we have embarked upon together. In the current environment wherein the world is marked with a host of uncertainties, India's economic resilience has stood out. Despite the significant interest rate hikes in fiscal year 23 and continued geopolitical concerns at the global level, in fiscal year 24, the Indian economy remained resilient. The foundation of India's economic resilience has been strengthened in recent times by its prudent fiscal policies evidenced by controlled fiscal deficits, current account deficit management and inflation containment. We believe that moderate inflation and stable business environment will attract significant private investment, thus unleashing the true potential of the Indian economy. The continuity of growth oriented policy will likely further support investments and growth in the economy, leading to sustenance in housing demand. The recently announced union budget also indicates the same. The government's focus on skilling the workforce as well as job creation and incentivizing the ecosystem for the same laudable as it would enhance the productivity and support economic growth. Housing, infrastructure development and urban planning is expected to provide a further boost to housing sector. Other key steps such as reinstatement of interest subsidy for entry level home buyers and reduction in capital gains tax on sale of property are also encouraging for our sector.
- It is also encouraging to see strong growth in most high frequency data such as tax collection, PMI numbers and IIP growth. With good monsoons, our agriculture sector will also likely to get a boost and bring down inflationary pressure. All of these are also reflected in the growth estimates for India coming in from various agencies, including the IMF, which has recently upgraded GDP growth forecast for fiscal 25 in India to 7% from its earlier estimate of 6.8%. Significant investments in urban infrastructure are now bearing fruit in the MMR. The decongestion that we are witnessing in the MMR is likely to aid growth and help unleash the next wave of urbanization. At a level, this is being replicated across many cities and is essential for our march towards becoming a 5 trillion economy and then getting even bigger from there.
- With this backdrop, let me start by highlighting some of the key achievements of your company. In the last three years, we have had a tremendous journey as a listed company. On the back of the hard work of our fellow Lodha associates, we have captured the tremendous growth opportunities provided by the industry and delivered superior shareholder returns. To reward the shareholders, the company has proposed a dividend of Rs 2.25 per share for the year fiscal year 24, which is 125% higher than the previous year's dividend of Re. 1 per share. Thus, the company has not only outperformed the benchmark indices, it is also a company which consistently rewards its shareholders with growing and steady dividends.
- The strong shareholder returns are backed by solid operating and financial performance. In the last three years, your company has grown its pre-sales by about 2.5x and achieved its best ever presales of Rs. 14,500 crores in fiscal year 24. Even a bigger achievement is that this has happened during a period when our net debt has come down sharply to about Rs. 3,000 crores

from an amount of about Rs. 16,000 crores when we listed in April 2021; a rare feat in any industry that growth and deleveraging is happening simultaneously. This shows the strength of your organization and the reflection of its conservative attitude towards leverage. The ever strengthening consumer desire to own a Lodha property coupled with strong industry demand drivers suggest that this trend is likely to continue in the medium term, albeit with some ups and downs which are the normal part of any industry in a large economy like India.

- Our growth since our IPO three years back has been on our implementation of our supermarket strategy of entering into all relevant micro markets of the city in which we operate. This has led to exponential growth in all our targeted micro markets, such as nearly 8x times growth in Pune and from not being present in the eastern suburbs of MMR, we have now reached sales of almost Rs. 2,000 crores in just under three years. Our micro market focus growth strategy will continue going forward in all our cities of operations, which will provide us with significant opportunity for growth on a continuing and predictable basis.
- FY24 was a watershed year for us when we launched Lodha's projects in our third city i.e. Bangalore after Mumbai and Pune. We had an excellent response to our launches in Bangalore. In both the launches, the phase one inventory was almost entirely sold out within a first few days of launch itself. The strength of the demand was so significant that our print ad became more of a celebration as compared to bringing the product to market. This success showcases the strength of the brand in new geographies and would help us further build on momentum in pre-sales.
- Coming to our P&L, and the same should be seen in the context of the nuances of IndAS, which is heavily influenced by the completions for the period thus in a way being a lagging indicator of our performance as revenue lags pre-sales. We have adopted the progressive method of accounting for all pre-sales done from April 23 onwards. However, prior periods' pre-sales will continue to be recognized on the completion method.
- There will be a transition period post which our financials will largely start tracking our operating performance after about two years from now. Nevertheless, our financial performance for fiscal 24 has seen steady growth with revenues growing about 9% year-on-year to Rs. 10,316 crores and adjusted PAT growing 19% year-on-year to Rs. 1,610 crores. The better indicator of our profitability and performance is our pro forma P&L based on pre-sales. At FY24 pre sales of Rs. 14,523 crores came within 30% embedded EBITDA margin and about 18% PAT margin resulting in about Rs. 2566 crores on of PAT on an operating basis. This has helped us deliver nearly 19% ROE calculated on the basis of proforma earnings excluding the impact of the capital raise done in March 2024. What is heartening to note is that basis our guidance of 20% pre-sales, our FY25 ROE on a proforma earnings basis will likely be nearing our target of 20%. We feel very confident of consistently delivering approximately 20% growth for a number of years which would mean that by the end of the decade we would be clocking nearly Rs. 50,000 crores of pre-sales. On a near term basis, we expect our pre-sales to grow from Rs. 14,500 crores in FY24 to about Rs. 17,500 crores in FY25. Our EBITDA margins will also likely to grow modestly in this period from 30% in FY24 to about 31% in FY25.
- Our business development is usually targeted to being the equivalent of the planned pre-sales for the next year. Assuming a 20% growth in pre-sales year-on-year, our BD guidance for FY25 is approximately Rs. 21,000 crores. Our guidance for operating cash flow for fiscal 25 is approximately Rs. 6500 crores. This coupled with our recent capital raise gives us significant firepower to invest in the growth of our business and achieve our business development, long term and medium term growth goals.
- On net debt; we have already achieved our guidance of being below 0.5x of equity and from here onwards will ensure that we always continue to be very conservative on leverage and remain well below 0.5x of equity to net debt.

- FY24 was an extraordinary year for your company in its journey towards creating a sustainable and equitable world and participating as a well-rounded citizen for the development of our nation and our society. I am pleased to note that our efforts have been increasingly recognized by reputed organizations. We were ranked third amongst nearly 500 global real estate companies assessed by S&P Global in their corporate sustainability assessment and achieved the highest ESG score amongst Indian real estate companies. Similarly, we have received exceptional top tier scores from GRESB, the highest in Asia amongst residential developers. Based on our exceptional ESG scores, we have become part of the prestigious Dow Jones Sustainability Index - DJSI as well as the FTSE4Good index. The sustainability accolades in the previous slide have only been possible because of our deep belief in our philosophy of do good do well. Giving back to society is something that is ingrained in our ethos and the way and the reason for which we do business.
- The environmental sustainability strategy of our company is anchored on resilience and decarbonisation. Significant strides have been made towards a low carbon transition over the last year. In December 2023, your company proudly became the first real estate company in India to have overall net zero targets validated by the science based target initiative SBTi. Near term objectives include reducing absolute Scope 1, Scope 2 greenhouse gas emissions by 97.9% by FY28 and reducing Scope 3 GHG emissions by 51%/m² of developed area by FY30, both based on a FY22 baseline. Over a longer period, we have committed to achieving net zero across Scope 1, Scope 2 and Scope 3 emissions by fiscal 50. I am pleased to share that starting March 2024, we have achieved carbon neutrality in our operations, i.e. Scope 1 and Scope 11, marking a significant milestone in our journey towards growth without having any negative impact on our environment. Our net zero urban accelerator is doing a tremendous job of acting as a catalyst for transformative actions to lead India towards a more prosperous, environmentally friendly net zero future.
- In order to create a wider impact, we are engaging with various stakeholders through our partnership with the Rocky Mountain Institute, including with our suppliers. This will help the best sustainability practices to populate through the supply chain and thus over time create nationwide impact. We are also making an impact on the social side through two key programs amongst several other in the field of education and women empowerment. Unnati is a project specifically aimed at up skilling women and helping them secure formal employment. We firmly believe that empowering women is one of the most effective ways to unlock the next phase of growth for India and to ensure greater development of our social and cultural values.
- Our focus on creating an enabling women environment for women to enter the formal workforce begins by incentivizing and supporting employers to hire more women. Also, we are creating a conducive environment to help women become employable with the help of necessary support systems to thrive professionally. Through this program, we want to advance social and economic development of India by enabling women to achieve formal employment with regular monthly salary and less than 30 minutes one way commute time. I am pleased to inform you that more than 500 women have benefited from this program through career counselling, up skilling or direct job placements in fiscal 24. In this direction, we are engaging with several corporates to unlock jobs for women and we hope to scale up in a significant manner in fiscal 25 and beyond.
- Our second key initiative we started last year is in the field of education. We have launched the Lodha Genius program with collaboration of Ashoka University, India's premier liberal arts university. The program addresses the acute shortage of high quality talent in the country by supporting academically bright students and providing them with knowledge, skills and the network they need to succeed in today's complex and interconnected world. We hope that in this process, as we support them selflessly, we can develop a spirit of giving back and serving nation and society in them. And even if some percentage of these in due course after becoming successful, give back to our society and our nation, our country will be much better off. As a part of this process, the second batch of nearly 200 Lodha geniuses from amongst over 3000

applicants from a diverse variety of backgrounds underwent a month long campus program and mentoring by some of the finest minds in the world, including Nobel Prize winners.

- These are some of the pictures of the planned projects across all our micro markets which are designed to elevate the lifestyle of our consumers. Further, we share with you some pictures of not only the superior product that we provide, but also how we use our operational capabilities to ensure a high quality of life even after we have delivered our projects. This makes it a big differentiator amongst for our customers and increases our brand preference in a significant manner. In order to further enhance the quality of life for our residents, we have launched a one stop premium lifestyle home super app called Belle Vie. This not only enables residents to utilize the facilities of the development such as booking a tennis court or a banquet hall or raising a housekeeping need, but also provides access to curated and trusted quality brands across various consumer segments, including segments which are not served by traditional e-commerce channels. This enhances the overall quality of life for our residents while helping us earn a fee from the various brands, which in turn we enable our consumers to get better value and also create annuity income streams for your company.
- Moving forward and now speaking a little bit about the industry and where we stand today and how we see India's housing market shaping over the next few years. India, over the last decade has grown to be the fifth largest economy in the world. However, despite being a large, diversified economy, real estate share India GDP at about 7 to 7.5%, is significantly lower than any other mid income or high income economy where it tends to be in the mid-teens. This is expected to change in the course of the next few years and as India moves from a low income country to becoming a lower mid income country, real estate share in GDP will help the economy scale up and create significant amounts of employment.
- The chart on this slide gives a glimpse of the huge demand for housing in the country. Presently, as of 2021, annual household income of about Rs. 5 lakhs was required to be capable to buy a home. By the end of the decade, with inflation, this number will rise to about Rs. 9 lakhs per annum. As this process evolves over the course of the decade, we estimate that about 77 million new households will become home ownership capable in the course of the decade. Along with the upgrade demand of existing households who already own a home, there is a total demand of almost 100 million homes required to serve India's housing needs over the course of this decade. However, it is important to note, and we will come to that in due course, that the supply side will take a long-long way to catch up and therefore there is a huge supply demand gap in the Indian housing ecosystem.
- On this slide, we talked you through some very important statistics as we look at the size of the housing market in the top 7-8 cities. One important data point is the fact that over one and a half million student graduate from the AICTE affiliated institutes and get absorbed in the formal workforce each year. Over time, they settle into the top eight cities of the country and they first start renting and thereafter they start buying their homes. As of calendar year 2023, the total housing sales in India were only about 500,000 to 600,000 new homes compared to the fact that just this one cohort of 1.5 million students is entering the workforce each year. As their income continues to rise, this decade we will foresee an explosion in demand. India's formal workforce housing has been witnessing healthy salary growth of between 8 to 10% each year for now over 20 years, and this makes them confident of their future outlook, boosting the demand for newer and better homes. The demand today is also underpinned by the best ever affordability and an increasing consolidation from the supply side.
- The Indian housing system is also getting less affected by inflation as well as the interest rate movements. High component of labour, compounded with huge labour surplus means that the only inflation the construction sees is the commodity cost inflation, which is not very sticky in nature. Similarly, a conservative Central Bank limiting LTVs and teaser rates means that

mortgages act as an enabler of demand and not as an inducer of demand, thus not creating artificial peaks and troughs.

- Homes are a central part of our lives, even more so in a post-COVID world, which has made us realize the importance of owning a quality home and giving our families the best that we can give them. Being the highest value purchase of our lives, the brand is expected to deliver not only quality assurance over a long period, but also an aspirational address as well as a means to upgrade one's lifestyle. The home also acts as a nest egg for future exigency. Thus, all these different factors play a very important role in boosting demand, especially for buying a quality home from the best brands, amongst which your company stands tall.
- Now talking about our strategy, given that India has recently won the 2020 World Cup, let me now talk about our 20:20 strategy. Your company is geared up to grow in a consistent and profitable manner through granular, diversified and predictable growth so that we can take the benefit of long-term and consistent compounding. We think that we can grow our pre-sales by about 20%, and in this process, also deliver our ROE of about 20% through optimal use of capital and the right mix of outright as well as JDA projects. It is encouraging to note that we are already near our 20% goal with ROE of about 90% on a pro forma basis for fiscal '24. The stronger growth in the top line and return ratios will happen alongside a very strong balance sheet wherein net debt will continue to remain below 0.5 times net debt to equity.
- Let me further break down our likely size in the various cities that we operate in. We believe that our natural market share is about 20% in the MMR which is our home market, and 15% in other cities where we grow over time. We aim to achieve our natural market share in all our three current cities of operation by the end of the decade. The company's pre-sale guidance of FY31, if we were to compound at 20%, would total to about 50,000 crores, and that compares quite favourably, because if we were to achieve our market share goals in the three cities, we would be well over the 50,000 crore target. We also expect to enter a new city every two to four years. Our strategy when we enter a new city is to enter nearly three years before we really need to grow in this city. In the first three to four years, we focus on what we call pilot phase where we do a limited number of projects. We focus on learning the local nuances, establishing a strong local team and ensuring that our sales and construction and other related operating efficiencies are well set together. At the end of this pilot phase, when we are confident about the ability to deliver consistent, predictable and profitable growth, we look at scaling up in that city. Hence, when we enter a new city, it is not really a very important factor for the first two to three years, and only thereafter, when we confirm to you that we are now about to scale up, does that city become a meaningful part of our overall story. We hope that in the course of this current fiscal year, we will be able to confirm the conclusion of our pilot phase in Bangalore and to move into growth phase in that city, and simultaneously start the pilot phase in the fourth city.
- We have stated in the past, that in addition to our very strong and profitable residential business, we aim to generate annuity income through a variety of strategies in order to ensure that your company has consistent, predictable annuity income coming in, which is very helpful as and when there is a market downturn. We follow three different strategies to grow our annuity income with a goal of having 500 crores of annual annuity income by fiscal '26 and 1500 crores by fiscal '31 with a view to covering all our interests as well as salary costs through annuity recurring income by fiscal '31. Our facility management strategy, our retail and office strategy and our warehousing and industrial strategy are all led by different leaders with a focus on ensuring consistent, predictable growth in this segment of our business too.
- Before I conclude, it is very important for me to highlight the extremely important role played by our eminent board members in the journey of your company. I am extremely thankful on behalf of all the employees and associates of the Company as well as our shareholders and our Chairman, Mr. Mukund Chitale and our respected directors for all the guidance, effort and hard work. I also acknowledge the very important role played by our leadership team who have been with the company for many, many years and play an extremely important role in shaping the

company and ensuring that our culture and our values are well protected and thriving even as your company continues to grow.

- Last and most importantly, I would like to end this presentation by thanking all our shareholders for the tremendous faith and support that you have provided to your company over the years. Thank you very much for your time. And with this I now hand back to our chairman, Mr. Mukund Chitale.

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

- Thank you, Abhishek. 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:**

- Thank you, Chairman sir. The Companies Act and Listing Regulations provide for electronic voting, and accordingly, the Company has provided a facility to shareholders to cast their votes through remote e-voting system administered by Link Intime India Private Limited. E-voting facility has also been provided for shareholders during this AGM and who have not yet voted. These shareholders can cast their votes on Link Intime's e-voting website using the login methods detailed in the notes to the Annual General Meeting notice. 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 concluded. CS Shrvan Gupta, Practicing Company Secretary, has been appointed as the Scrutinizer for ensuring that the voting takes place in a fair and transparent manner. As the AGM is held through video conferencing and the resolutions mentioned in the notice convening the AGM have already been put to vote through remote e-voting, there will be no proposing and seconding on the resolutions. Shareholders who have registered as speakers for this meeting shall be unmuted when the moderator calls out their names. During the meeting, if the shareholders face any issues with their transmission, they can contact the helpline number mentioned in the AGM notice.

- **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. These shareholders should speak once their name is announced by the Moderator. We would request each speaker shareholder to limit their questions to maximum two minutes. After hearing questions and queries from all the speaker shareholders, the Company would respond for all those questions together. May I now request the Moderator to call the shareholder speakers one by one.

- **Moderator:**

- Thank you, Chairman Sir. Our first speaker Mr. Rajendra Seth is currently not present in the panel. So, I now invite our second speaker for the meeting, Ms. C.E. Mascarenhas Madam, you are in the panel. Kindly enable your video and you may speak now.

- **Ms. C.E. Mascarenhas – Shareholder:**

- Respected Chairman - Mr. Mukund Manohar Chitale, MD - Abhishek Lodha, other members of the board, my dear fellow shareholders, I am Mrs. C. E. Mascarenhas. I am speaking from Mumbai. First of all, I thank the Company Secretary – S. Rangnekar and her team for sending me Annual Report, and also registering me as a speaker at my request, and also for giving me this platform to speak, which was quite easy to operate and I can participate in the comfort of my home. Thank you so much.

- Now I come to the Annual Report. Annual Report is full of pictures, colorful, and at the same time, lots of information, facts and figures, and adhering to all the norms of corporate governance. Our working is good, PBT paired up, EPS has also gone up, dividend of Rs. 2.25 i.e., 22.50%, and a very good market cap, and not to forget the bonus of 1:1. So what we can expect more than that. Now, congratulations for all the awards and accolades. Also, very good CSR work.
- Now my queries, we have a good credit rating from ICRA, CRISIL. At what rate of average interest we get the funds from banks or institutions? Second question, we have exited from two UK businesses. Did you get any profit on exit? Number three, how much of land bank we hold and how many projects are in work in progress? Four, who is our main competitor in our line of business? Five, do we find any challenges due to geopolitical issues, especially in the raw materials and other logistics issues? Six, lastly, future roadmap for the next five years, CapEx requirements for organic as well as inorganic growth, and which vertical will be the main growth engine with good margins for the future?
- With this, I support all the resolutions. I thank you all for giving me this opportunity to speak. And most important, I wish you all, the full team, a very good health, because health is wealth. And with this, all the best for the all the festive seasons which are in the offering. With this, thank you so much. Namaskar.
- **Moderator:**
- Thank you, madam. Our third speaker, Ms. Hutokshi Patel is currently not present in the panel. So I now invite our fourth speaker for the meeting, Mr. Gautam Tiwari. Mr. Gautam, you are in the panel. Kindly enable your video and you may speak now.
- **Mr. Gautam Tiwari – Shareholder:**
- Dear sir, first of all, a very, very good evening. It is already evening. Our very dearer of the dearest and Hon'ble Mukund Chitale sir. You are very happy, very dynamic, young and energetic. You explained very thoroughly the business of the company, which we are very much fond of. And sir, our MD, CEO, Mr. Abhishek Lodha ji, even Rajendra Lodha ji. Again, we have got Abhishek Lodha ji, very young, dynamic and energetic. Our CFO, Sushil Modi ji. Our very dynamic and efficient and very popular, our CS, Sanjyot Rangnekar ji and other eminent, highly dignified directors on board and team of Macrotech Developers Limited. Myself, Gautam Tiwari, and I am participating at this AGM from Mumbai.
- Dear sir, I received Annual Report, which is really robust, strong, well-designed, transparent, colourful and informative, adhering to all norms of corporate governance with all facts and figures in place. Chairman sir, we have a very, very short-spoken, humble, dedicated, devoted Secretarial Team headed by Ms. Sanjyot ji and assisted by Shashank and Abhijeet. So, all our calls are very well answered, issues resolved instantly, and we are very happy with this team. Even the team of our Zoom application, Moderator and technical team RTA is very good. I really thank the management for providing such a team to the shareholders.
- Chairman sir, congratulations for achieving highest ever annual per sales of INR 1,450 crores and collection of INR 11,300 crores this year. Also, congratulations for launching successfully two projects in Bengaluru, which are really excellent, which are receiving very good customer response, along with launching inventory largely sold out. Sir, how much is the company earning with these projects? And you have also successfully raised INR 3,300 crores from marquee investors, this QIP. How are you going to use this fund? Sir, ours is a very well-known name in the field of housing. Lodha is a very reputable name for the highest quality delivery, for the maximum reliability and is the most trustworthy in the market. Our products are sold like a hot cake. Sir, congratulations for winning various awards. And also, congratulations for excellent CSR activities.

- Sir, there are a few questions which I would like to ask you, sir. Sir, what is our pre-sales guidance for near term to mid-term, and how do we plan to achieve it? Secondly, sir, how do you see the ramp up in Pune and Bangalore sites for this year and the next? Third, sir, you have committed that our company shall be carbon neutral in 2035. So, what is the status of carbon emission as it stands at present? And sir, out of our 2,400 acres land parcel, 900 acres are meant for special development. Sir, out of these 900 acres, on how much land our development work is in progress in urban, semi-urban and rural areas? And overall, how many projects are in hand and how much of the manpower is working thereupon? Sir, one very important thing is that all the companies are using artificial intelligence, green energy, hydrogen, water conservation for the benefit of their companies. So, in what way are we using these things?
- And sir, I, along with my family, are the shareholders of this company right from inception of the company. And we have a regular speaker also. Thus, we have complete trust, faith and confidence in the management. And therefore, our lifetime support, unstinted, continuous, anchoring support is always there, was there and shall always exist there. Sir, now you can see me also now, sir. Yes. You can see me also, sir. And *sir, ab hum aapko sirf ek baat kehna chahenge, sir. Phoolon ki baahar....*
- **Moderator:**
- Mr. Gautam, I will limit to your speech.
- **Mr. Gautam Tiwari – Shareholder:**
- Sir, just half a minute, half a minute. Sir, *Phoolon ki khushboo, kaliyon ki baahar, saath hi saath, hamara aap sabhi ko pyar aprampaar. Aap sabhi rahein sada sarvada, sada bahaar. Mubarak ho aap mein se har ek ko aane wale sabhi tyohaar. Aur sir, iske alava, aap sabhi rahein sada sarvada fir, aur aap me se har ek ka aanewala har din ho super hit!* Thank you very much, sir, for patient listening. Namaste once again. Thank you very much.
- **Moderator:**
- Thank you, Mr. Gautam. And now I invite our fifth speaker, Mr. Yusuf Rangwala. Mr. Yusuf, you are in the panel. Kindly enable your video and you may speak now.
- **Mr. Yusuf Rangwala – Shareholder:**
- Very, very good. Good afternoon, sir. *Sir, yeh kya ho gaya, yeh mute-unmute ka problem tha. Isliye network issue tha.*
- **Mr. Mukund Chitale - Chairman, Macrotech Developers Limited:**
- *Shuru karo abhi.*
- **Mr. Yusuf Rangwala – Shareholder:**
- Yes sir, now I will start. First, I will thank our Company Secretary and his team. Sir, Lodha, sir, *aapne bonus diya, 1:1. Sir, yeh dikhata hain ki aapki company kitni achi hain. Aur, dividend bhi aapne Rs. 2.50 diya. Yeh bhi achha hain, sir. 29th Annual General Meeting. This is also good. Sir, doosra, aapke yahan se aaj phone aaya. That is also good. Today, whether you are joining or not. This shows how our companies are growing up. Sir, as you mentioned, Pune, Bangalore we are having a Lodha 53.25. 3rd Integrated Report aapne banaya, chapaya. Sir, yeh jaanna chahta hoon, usmein total number kitna banaya hain, page 63 mein. Lodha. Woh doosra sir, Lower Parel mein, when you enter Lower Parel, there are so many towers of our Lodha. Lodha tower is there, Mahalaxmi bhi hain, sir, Agripada bhi hain, sir overall India mein hain. Sir, aapne bataya ki New York mein bhi hain. Sir, aapka kitna tower hain New York mein, main jaanna chahta hoon? There are how many towers in New York, as you mentioned in the opening speech. Nothing more to*

add. I end my speech. Sir, if you can arrange a small get-together at the time of Diwali, so that we can meet you. This is my humble request, sir. Can we meet? *Sir, aapna kuch naya building ka hain, kuch opening? Sir, usmein bulaiye sir, please.* This is my humble request. Sir, call for any opening in India, sir. *Sir, aur ek baat. Bharat bhai ki madam yahan pe hain. Unka number kitna hain sir, Bharat bhai ka? Woh mereko bolke gaye hain. Unka number mere baad hi hair, sir, Bharat bhai ka. Haan sir?*

– **Moderator:**

– He is Speaker No. 11.

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

– Okay, thank you. Mera number kya tha, saab?

– **Moderator:**

– Your Speaker No. is 5.

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

– Okay saab. Thank you, saab. Nothing more to add. I end my speech. *Phoolon ki khushboo, kaliyon ki baahar. Sir, woh baat karenge. Unko bolta hoon, woh idhar hi hain.* I will tell him to come outside. Yes sir. Thank you veyr much. *Phoolon ki khushboo, kaliyon ki baahar, aur Lodha ka saath hamesha rahein, sir.* Wishing you a very happy festive season for Dusshera, Diwali. Sir, Happy Govinda ka tyohaar ke liye bhi aapko shubh kaama deta hoon, sir. Sir, as a brother, I wish you a very happy... Merry Christmas, all the festivals, sir. *Phulon apne jaise mehakte rahein, aur aap humein bonus pe bonus dete rahe, sir. Aapne bataya hain, we are at number 3rd. Yeh jaanke sir, mujhe bahut khushi hoti hain, sir.* We are at number 3rd as developers, as you mentioned, sir. *Yeh sunke humare sir, itna khushi hoti hain, uska humare khushi ka koi ahsaar nahi hain. Itna achha company ka shareholder hain. Aur Link people ka kya taarif to do, sir.* I am very thankful to our Link people and his team for giving us chance, sir. Thank you very much. Jai Hind, Jai Maharashtra, Vande Mataram. Thank you, sir. No more questions. Thank you.

– **Moderator:**

– Thank you, Mr. Yusuf. Sir, I now invite our sixth speaker for the meeting, Mr. Manjit Singh. Mr. Manjit, you are in the panel. Kindly enable your mic and you may speak now.

– **Mr. Manjit Singh – Shareholder:**

– *Company ki management, Secretarial Team, and my co-shareholder, main sabhi ka swagat karta hoon. Company jis tarah se progress kar rahi hain, us hisaab se humein umeed hain ki ye 2024-25 ke bhi result humare achhe aayenge. Iski hum aapse umeed karte hain. Aage, kis tarah ka humara plan hain? Apna North India me bhi hum aage progress karenge, kuch aise chunav karenge, shetra jaha par hum aap development kar sake. Aur thode aur lambe samay mein humari order book kis tarah se hain? Kis tarah hum abhi jo hain apne development poori karne wale hain? Aur aage lambe samay ke liye humari kya soch hain? Jis hisaab se samay ke ishaab se badlaav aata hain, us hisaab se humari order book kis tarah se hain aage? Thoda aap is baare mein batayein. Baaki, Secretarial Team ne jitni mehnat kariye hain, humein aapse jhoda hain, unka bhi bahut bahut dhanyawaad. Jis tarah aap haste muskarate huye shareholder ko brief kar rahein hain, isi tarah hum chahenge ki aap haste muskarate huye is company ko aage badhayein, iski hum kaamana karenge, aur bhagwan ke aage prarthana karenge, ki humari company din duni, raj chowguni tarakki karein.* Thank you for the management team, thank you for the Secretarial Team. *Itni door baithkar bhi hum smoothly aapse judh paaye, Secretarial Department, aur Moderator ka bahut bahut dhanyawaad. Thank you sir, thank you.*

– **Moderator:**

- Thank you Mr. Manjit. And now I invite our 7th speaker for the meeting, Mr. Sarvajeet Singh. Mr. Sarvajeet, you are in the panel. Kindly enable your video and you may speak now.

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

- Chairman sir, first of all, good evening to you, all the board of directors, all the staff of Lodha Group Limited and my co-fellow shareholders. *Chairman sir, jis tarike se aapne apni opening remarks me company ke baarein bataya, usse sir clear vision hota hain ki aane wala jo humara future hain, sir ek woh bright future hain. Aur sir jis tarike se humare share price ne bhi 52 week ka low, around 680 ka lagaya, aur high lagaya Rs. 1680 ka, toh sir humein puri umeed, aaj bhi humara share sir Rs. 1,200 ka round trade kar raha hain. Toh sir humein puri umeed hain ki agle saal jab hum milenge, toh sir ye share price humara 2,000 se hi paar hoga. Kyon? Kyon ki sir, aap log jis tarike ki mehnat karne hain sir, woh shareholder ko aur jitne bhi humare company mein investor hain sir, unko ek acche se accha return dene ke liye kar rahe hain. Sir jaise maine bhi dekha ki sir humari promoter holding bhi around 73% hain. Toh sir humare promoter ka jo vishwaas hain humari company mein sir, woh bahut acche tarike se hain, aur jis tarike se sarkaar dwara nirdharit 75% hain, holding toh sir uske paas hi hain. Aur sir, jis tarike se maine bhi dekha ki sir foreign investor ne bhi sir, humari company mein apni holding jo hain sir, unhone badaayi hain sir, unhone bhi apni holding increase kari hain. Toh sir pura vishwaas hain foreign investor ko bhi, ki humari company ka future ek bright future hain.*

- *Baaki Chairman sir, ek hi question poochna chahenge sir.* How should we look at the net debt from here? Any target ratio in mind?

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

- *Theek hain. Baad mein jawab denge. Aage, aage...*

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

- *Chairman sir, baaki hum aapke Secretarial Department aur Moderator ka dhanyawaad karna chahenge, jino ne sir aapki guidance aur aapke netritva ke andar sir, humein itni frequently aapke saamne bolne ka mohka diya.* Thank you, Chairman sir. Thank you so much.

– **Moderator:**

- Namaste Sarvajeet. I now invite our 8th speaker for the meeting, Mr. Rohinton Battiwala. Mr. Rohinton you are in the panel. Kindly enable your video and you may speak now.

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

- Mr. Rohinton, can you hear us?

– **Moderator:**

- Mr. Rohinton you are in the panel. You may speak now. It seems some connectivity issue, so we will move to the next speaker. I now invite our 9th speaker, Mr. Jahangir Batiwala. Mr. Jahangir, you are in the panel. Kindly enable your video.

– **Mr. Jahangir Batiwala – Shareholder:**

- Hello, can you hear me, Sir?

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

- Yes, yes.
- **Moderator:**
- You are audible, Sir.
- **Mr. Jahangir Batiwala – Shareholder:**
- OK, just a minute. Let me on the camera. There is no button to on the camera. Okay. Respected Chairman, Mukund Chitale Sir, Abhishekh Lodha Sir, MD & CEO, other very distinguished eminent dignitaries on the VC platform, Company Secretary, my name is Jahangir. Good evening to all of you. My name is Jahangir. Sir, there's another - give me a minute, there's another pop up over, just to - can you hear me, Sir?
- **Mr. Mukund Chitale – Chairman, Macrotech Developers Limited:**
- Yes. Please continue.
- **Mr. Jahangir Batiwala – Shareholder:**
- Yeah, yeah, Sir, I'm restarting, I'm just starting. Now, I think the camera is on. Sir, at the outside, compliments to the board for declaring a dividend of ₹2.25 per share and keeping the shareholders happy and smiling. Sir, next year being the 38th year that is the Pearl Anniversary, kindly think of mini bonus. I think you already given the bonus, so I will just skip that point and arrange, kindly get a - arrange a get together for the shareholders. Also, we can have a hybrid meeting where we can personally meet and greet you and talk to you, Sir. Sir, compliments to the Company Secretary and her team for bringing out an AGM volumous AGM report, which is transparent, knowledgeable, whole of facts and figures in place, and adhering to all the norms of corporate governance. Sir, we've received our reports on time. Sir, loader construction, name spells premium and is a showcase of some of the most classic towers in the Mumbai skyline. So, Sir, currently which are the most premium projects going on in Mumbai and outside Mumbai. Sir, sometimes even think of your loyal shareholders and do give them a chance to see some of the premium projects. Sir, there was an announcement that we had joined hands with Donald Trump for building a Trump Tower in Mumbai. What is the status of that project, Sir? I may be wrong. I stand corrected, Sir. Sir, on page #157, Sir you've announced there were some mergers and we had acquired some 100% stake in V Hotels, but Sir recently we it was in the newspapers that there was some stay orders obtained by Mr. – owner of V Hotels on the demolition of Centaur Hotel. Sir, where does that matter stand and what is the status, if you can kindly highlight that, Sir?. Rest Sir, just a minute. Sir, the AGM book is so exhaustive that we can discuss for almost 2 hours, but shortage of time and your presentation which was given was exhaustive, has cleared most of the queries, just some normal progressive queries like Sir what is the CapEx that you're looking at for the next year? How much land bank do we have? And currently what is the inventory that we hold? And still the road map for the next 2 years? Any new innovative systems that you plan to introduce in construction? Sir, currently how much square photo space are you developing? Wish you and the board all the best for the future, compliments of the festive season to one and all. Thank you for patient hearing, Sir. Have a great day and looking forward to meet you next year, Sir. Thank you very much.
- **Moderator:**
- Thank you, Mr. Batiwala.
- **Mr. Mukund Chitale – Chairman, Macrotech Developers Limited:**
- Thank you.

– **Moderator:**

– I now invite our 10th speaker, Mr. Anil Mehta. Mr. Anil, you are in the panel. Kindly enable your video and you may speak now. Mr. Anil, you are in the panel. You may speak now.

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

– Mr. Mehta, can you hear us?

– **Moderator:**

– Mr. Anil?

– **Mr. Anil Mehta – Shareholder:**

– Hello. yeah, am I audible?

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

– Yes, yes.

– **Mr. Anil Mehta – Shareholder:**

– Yeah. Thank you. Good afternoon. This is Anil Mehta attending this meeting with my family, they are also the shareholders of this company. We have already sent a question from our side. So, there is no any more further question from our side. Just we are supporting all the resolution and thanks to the Secretarial Department lead by Ms. Sanjyot Rangnekar for their cooperative and supportive nature. All the best. Thank you.

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

– Thank you.

– **Moderator:**

– I now invite our 11th speaker, Mr. Bharat Shah. Mr. Bharat, you are in the panel kindly enable your video and you may speak now. Mr. Bharat, you may speak now.

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

– Mr. Bharat Shah, can you hear us?

– **Ms. Smita Shah – Shareholder:**

– Yeah, hello.

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

– Please, please, continue.

– **Ms. Smita Shah – Shareholder:**

- *Sir, Smith Shah baat karti hoon Sir. Mananiya Chairman saab, Shri Mukund ji, MD & CEO, Shri Abhishek Ji, Sri Rajendra ji, tatha sabhi upasthith manyavar Director, Sir, app sabhiko mera Smita Shah ka sadar pranam. Chairman Saab, pahile to main secretarial team ka abhar vyakta karti hoon ki mujhe, is time Ms. Sanjyot ji ne mujhe physical copy bheji, very excellent, attractive, good, and full information ke saath jo banayi gayi balance sheet bhejneke liye plus link bhejkar aapse jo baat karne ka moka diya, so main very good investor service ki sarhana karte hue Company Secretary, Ms. Sanjyot ji aur unke sath pure secretarial team ka main dil se main Dhanyawad aur abhinandan karti hono aur puri secretarial team ko bhi subh kamana karti hoon. Aur Chairman saabn, aaj hamari 29th AGM hai aur hamare shareholder ke sath hamari 3rd AGM jo ho rahi hai to Chairman saab aapki lajawab leadership mein hamare young, dynamic, superstar MD Shri Abhishek ka bhi company ke prati jo hardwork raha hai, pure board team sabhi chote bade employees, workers, sabhi ki kadi mehnat, hard work se aaj sabhi developers mein apna Lodha Developers ka naam suprasiddha raha hai. aapko to main dil se abhinandan deti hoon ki bas aapka good work ke sath aap hamesha age badhte rahe. Sir, aapne jo dividend diya hai 2.25 per share, bahot bahot Dhanyawad Sir. Sir, abhi aur bonus bhi diya jo aapne, to uskeliye bhi main Dhanyawad kehena चाहुंगी, bas aap sada neutral work se sath mehnat hard work ke sath age badhte rahe. Hum bhi sada aapke sath hai. Hamara always support apke saath hai. So, Chairman saab, aaj bhi mera sabhi resolution mein main fully support karti hoon. Aur chairman saab, main sirf jankari ke liye puchna चाहुंगी ki aapke abhi jo recently kahan, kahan redevelopment project chal rahe hai aur future mein bhi aapke kya plan hai thodi batane ki Krupa karen, highlight kare aur agar ban sake to hume site visit bhi karane ki krupa kare. Baki to Chairman saab, apko, MD saab ko, Abhishek Ji ko aur puri board team ko, sabi employees, worker, sabhi ko meri dil se subhkamana main deti hoon. Ek shareholder ben ke nate dil se Ashirwad ke sath subhkamana karti hoon ki bas har subaha ka ujala aapke ke sath ho, sari hushiyonka ka khazana apke pas ho, Ishwar aapko ek sukoon bhari jindagi de, aapka tan, mann sadha swastha rahe, mast rahe, aap sada khushiyon ke sathhi mehekte rahe, aur safalta ki manjil always chadti rahe yehi dil se dua hai meri aapko. I wish always your good health and good smile, Sir. Aap bhi haste hai to aapki ki hasi sabki khushi, to hamari bhi badthi hai khushi. Sir, so fully support karte hue aaj ke sabhi resolution mein strongly support karti hoon aur ane wale sanvastsari Sri Ganeshji ka tyohaar, Navratri, Deepawali sabhi ka main in advance mein subhkamana deti hoon aur lastly Sir meri ek namra vinantai hai ki Sir ban sake to next year aap physical AGM kare kyonki aapse to humein rubaroo milne ka mauka mila hi nahi hai. to Sir jaroor aap hybrid AGM kare, agar bahar se bhi koi judte hai to unko bhi ek mauka mile, humein aapko rubaroo milne ka mauka mile. To jaroor yeh meri request manya karke next year, aap physical AGM karne ki Krupa kare. Baki to full support karte hue Dhanyawad, Sir. Bharat Shah ka bhi main subhkamana Bharat shah ne de hai. Sir wo dusari AGM mein thoda baat karte hai. to Sir, unhone mujhe aapke liye subhkaman di hai, to Bharat Shah ki bhi subjkamana aur always unka bhi sath support aapke sath hai. dhanyawad Sir. Thank you.*

- **Moderator:**

- Thank you Smita, ma'am.

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

- Thanks, Smita ji aur Bharat bhai. Yeah, the next speaker.

- **Moderator:**

- And I invite our last speaker for the meeting, Mr. Atul Gadodia. Mr. Atul, kindly enable your video and you may speak now.

- **Mr. Atul Gadodia – Shareholder:**

- Good evening. Is my voice audible?

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

– Sir, please continue. Yes, yes.

– **Mr. Atul Gadodia – Shareholder:**

– I would like to thank the secretarial department for facilitating my participation and I also got hard copy of the annual report. Now, I request there is no need of hard copy. It's so costly to send by courier and again to print and all these things, everything is available digital online, so there's no need. I request the company to dispense away with all these things, if possible, like. At least thought at my end it is not required. And now moving on, it was a very nice that we started out with Ganesh Vandana. This is something very unique. I've attended many AGMs, but this is the first time I've seen that we start with Ganesh Vandana and as our Chairman is also Mr. Chitale, who is a Chartered Accountant and I'm in touch with a Chartered Accountant family, Lodha family in Kolkata, Rajinder Singhji Lodha, and Rajender Singh ji has passed away, his son, Mr. Harsh Lodha and Mr. Aditya Lodha who are reputed auditors and also owning M P Birla Group of Companies. I'm in touch with them. So, now I would like to congratulate the company for very high growth attained under the leadership of a young MD. Indeed, the company I think it launches IPO at rate of ₹486 and now after giving a bonus issue of 1:1, the company is quoting at 1,100 odd rupees, ₹2,200 is like so, the share price is multiplied four times in a matter of three years. What more can a shareholder ask for? So, I'd like to congratulate. Now, is there any chance of getting our IT and Warehousing business and official business demerged because the company is having 3 verticals, 4 verticals. One is housing and although IT and warehousing is in very niche segment, so is there any chance of getting those segments demerged? And Sir like, as Mr. Abhishek told that we are looking for expansion geographically. So, is there any chance of Lodha Group entering Kolkata in the near future? Because there are many more residential opportunities coming up in Kolkata and lastly, Sir, I was going up, going through Times of India and there was an article one month back that we need to support Vedic Scholars. I'll send a copy of that to Mr. Abhishek Lodha. So, under CSR, the corporates need to support Vedic Scholars. So, I request Mr. Lodha to take up that even Mr. Harsh Lodha, in his company, Vindya Telelinks, he's supporting Vedic Scholars. So, I request Mr. Abhishek Lodha to look into it very seriously. I'll send a copy of that to Mr. Lodha. With that, I support all the resolutions and sign off. Thank you so much.

– **Moderator:**

– Thank you, Mr. Atul. That was the last speaker shareholder. I now request the Chairman Sir, to continue. Over to you, Sir.

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

– Yeah, I think on behalf of the company, we really thank all the shareholders who have raised interesting questions. I think that shows that the people are really reading the annual report and raising prominent points arising out of the contents of the annual report. Now, I will request the Managing Director, Mr. Abhishek Lodha to reply to the queries raised by the shareholders.

– **Mr. Abhishek Lodha – MD & CEO, Macrotech Developers Limited:**

– Thank you, Mr. Chairman, and thank you to all my fellow shareholders for having taken the time to go through the annual report and ask some very important and relevant questions. We will aim to answer these all the questions that have been asked for the piece of the process, several questions which are common in nature will be clubbed together for the purposes of the responses.

- In terms of our credit rating, we have received over 6 levels of credit upgrades over the last three years and we are now rating as AA minus with the positive outlook by CRISIL. Our average cost of borrowing as of 30th of June was about 9.1% and our incremental cost of borrowing at the new facilities that we are availing are now below 9%. So, we have significantly improved our credit ratings and significantly reduced our cost of borrowing, which was over 12% at the time of our IPO three years ago. It is to be noted that this decrease of over 3% in borrowing cost in average borrowing cost has been in spite of the fact that the Reserve Bank of India has hiked interest rates by 2½% in this period. So, effectively our cost of borrowing has fallen by even much more than 3%.
- In terms of our exit from the UK, all the moneys that we had guided the shareholders have been received back and that was done in the last fiscal year. The company has no business outside India and has a clear decision not to undertake any business outside India. One of our fellow shareholders asked about some projects in New York. We have no projects in New York or for that matter anywhere outside India.
- In terms of the overall land bank, we have about 17 million square feet, which is ready for launches either in the next 12 months or in years two to five from now. We have a very high quality and diversified land available for our medium, short, medium-term launches across different locations, cities and price points. In addition to this, we have over 4,000 acres of land beyond this 70 million square feet, which has development potential of almost 600 million square feet. This is by far the largest and most valuable land bank of any real estate company in India and no other real estate company in India has even 100 million square feet of land available for future development, whereas your company has over 600 million square feet of land available for future development.
- In terms of our main competition, we believe that we are the only real estate company which is able to operate with such a high brand recognition and brand pool across various different price segments. In different segments, we have different competitors in different cities and some of them are listed and some of them are not, but we do believe that your company's business model of diversified granular growth is truly unique and therefore it has no one single competitor.
- In terms of the geopolitical issues, we watch the global events carefully. From time-to-time, these issues can have an impact on us, especially due to increase in the price of oil or the price of various commodities as happened after the Ukraine-Russia war broke out in 2022. However, as for those who look at our quarterly investor presentations as well as follow today's presentation would note that the overall impact of these commodity price hikes is passing and moderate and we are able to protect the profitability of the company in spite of such price inflation from time-to-time. So, your company is well positioned to protect itself from such geopolitical risk. However, there can be other geopolitical factors, which can hit the company's prospects in the medium and long-term and therefore we will always be conscious and aware of the fact that we operate in an economy which is deeply interlinked and geopolitical factors are important for us to keep a watch out for.
- In terms of our outlook, your company believes that we can compound our resale growth at about 20% per annum for the near term and the medium term. We have given a pre-sales guidance of 17,500 crores for the fiscal year 25 and we expect this 20% compounding. Some years may be lower than that or some years, maybe higher than that, but in the medium term, we expect the compounding to be around 20% and if that pace sustains, we will be at about 50,000 crores of pre-sales by the end of the decade, i.e. March 2031.
- In terms of net debt to equity, your company has a very conservative approach to leverage and we have a debt ceiling of 0.5 times net debt to equity. We will keep our net debt below that ceiling at all times, well below that ceiling at all times because we believe that the company's strong operating performance generates sufficient cash flow for us to sustain our growth and

while leverage might go up for short periods of time based on the opportunities in the marketplace, our medium term intent is to make sure that leverage is kept very low and in any event always below 0.5 times net debt to equity.

- Yeah. In terms of your hard margins, our EBITDA margins for the fiscal year 24 were at about 30%. For the current fiscal year, we're guiding to about 31%, our EBITDA margins. It is also important to point out that your company has very limited depreciation and amortization costs and therefore our EBITDA margins are very close to our EBIT margins. Furthermore, with the declining level of debt, our net debt as of June 30th, 2024 was about 4,300 crores with the declining levels of debt and the declining levels of the cost of borrowing. Our interest costs are also now quite moderate and therefore the EBITDA margins transfers quite effectively to PAT margins and therefore our underlying PAT margins for the fiscal year 24 are on a pro forma basis are about close to 20%, which is really showing the strong profitability of the company.
- In terms of the proceeds of the QIP of about 3,300 crores which was raised in March 24, we mentioned that we have raised these in a strategic manner for a combination of growth opportunities and we are seeing significant amount of growth opportunities including in the last quarter where we did a very large amount of business development to capitalize on these growth opportunities and we are also using this to reduce our cost of borrowing, improve our credit rating, and to get better terms from suppliers. So, the QIP proceeds are being used to good use to improve the profitability of the company such that the ROE of the company can get back up to 20% in spite of this capital raise over the next 12 to 24.
- In Bangalore and in Pune, we have scaled up quite well. In Pune last year, we delivered about 2,000 crores of sales and in Bangalore of just under 1200 crores of sales because it is our first year of sales in Bangalore. In the first quarter, which is April to June 2024, Pune sales were almost 1,000 crores, which is all already 50% of the full year sales of last year. So, we are well on track to significantly grow our sales in Pune this year and on our way to becoming among the top, if not the very top largest developer in Pune for by the end of this fiscal and then getting to the number one space in Pune over the next two to three years. In Bangalore, we have just started last year. We are going to grow gradually and we hope that over the next two years, we will get to being among the top three players in Pune by pre-sales, but in terms of our margin from Bangalore and Pune, we will be definitely higher than other peers and therefore from a profit pool share, we will be amongst the top in those two cities.
- I am pleased to inform you in terms of our commitment to our growing in an environmentally sustainable manner that as of March 2024, we are already net zero on carbon emissions, scope 1 and scope 2 carbon emissions. Our medium-term goal includes being 50% lower from a 2022 baseline on scope 3 emissions by 2030, and to be a net zero on scope 1, scope 2 as well as scope 3 emissions basis the SBTi validated targets by 2050. It is a very aggressive target, but your company has been focused on building and developing environmentally sustainable model for development for many, many years well before ESG became the buzzword and therefore we are hopeful that we can continue to make not only good progress towards these goals, but also share our information in a wide manner and enable other developers as well as infrastructure builders to also support India's goal of becoming far more - far less carbon intensive in the growth of our economy.
- There was a question referred to about the Trump Tower in Mumbai. The Trump Tower in Mumbai was launched in about 2014 and has been completed and almost fully sold out. So, there is nothing really pending on that project now.
- In terms of the acquisition of the 100% shares of V Hotels Limited, I'm pleased to inform you that our scheme was approved by NCLT. The challenges against that have been struck down by and flat, and the progress on the site is progressing quite well and currently there is nothing hampering the project, the progress of that project.

- We appreciate the valuable suggestion made by one of the shareholders in terms of considering appropriate corporate structuring of our annuity business, that is a thought which we will definitely take into account as we look forward. However, as a company we like a very clean and simple corporate structure and currently almost all our businesses are done within the listed parent company, Macrotech Developers Limited, which provides very clear visibility and high level of governance to all concerned and it is our ongoing process to reduce our number of subsidiaries and to make the business as simple and as easy to understand as is possible.
- We hope that we have answered all the questions that were raised. Obviously, we continue to be available to answer any further questions that the shareholders may have from time-to-time. I thank each one of the shareholders for taking the time to be present for the AGM and ask these valuable questions and I now hand the proceedings back to honorable Chairman.
- **Mr. Mukund Chitale – Chairman, Macrotech Developers Limited:**
- Thank you, Abhishek for carefully answering each and every point which was raised by all the shareholders. I now thank all the shareholders for their patience during the meeting and for their valuable suggestions. Shareholders who have any further queries can still write an e-mail to the Company Secretary at the dedicated e-mail ID. investor.relations@lodhagroup.com and we will be happy. To respond to your queries. The e-voting facility will remain open for the next 15 minutes to enable shareholders to cast their vote. The results will be announced within two working days from the conclusion of this Annual General Meeting, and the same would be intimated to the stock exchanges and uploaded on the website of the Company and linked in time. With your consent, I and other board members would 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. The meeting will stand concluded at the end of 15 minutes from now. Thank you very much. Thanks a lot.
- **Moderator:**
- Thank you, Sir. Thank you, Chairman Sir. Thank you all the panel members for joining the meeting. The meeting is now concluded and voting line is available for the next 15 minutes. Thank you everyone. Have a good day.
- **Mr. Mukund Chitale – Chairman, Macrotech Developers Limited:**
- Thank you.
- **Mr. Abhishek Lodha – MD & CEO, Macrotech Developers Limited:**
- Thank you. Thanks to Moderator.
- **Moderator:**
- Thank you.

END OF TRANSCRIPT