

January 25, 2025

**BSE Limited**

Scrip Code: 543287

Debt Segment – 974511, 974986, 975115, 975192, 975560, 976262

**National Stock Exchange of India Limited**

Trading Symbol: LODHA

Dear Sirs,

**Sub: Press Release on Un-audited Financial Results for the quarter and nine months ended December 31, 2024**

**Ref: Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ('Listing Regulations')**

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In continuation of our letter of even date, regarding the submission of Un-audited Financial Results (Consolidated and Standalone) for the quarter and nine months ended December 31, 2024, we enclose herewith a copy of Press Release issued by the Company in this regard.

Kindly take the above information on your records.

Thanking you,

Yours faithfully,

**For Macrotech Developers Limited**

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

*Encl: As above*

## Lodha achieves its best ever quarterly Pre-sales of INR 45.1bn; significant debt reduction

- Best ever quarterly Pre-sales of INR 45.1bn (+32% YoY)
- Added fifth project in Bengaluru with GDV of INR 28bn
- Significant debt reduction of INR 6.1bn (Net D/E: 0.22x)
- Robust Adj. EBITDA margins at ~39%

**25<sup>th</sup> January, 2025, Mumbai:** Lodha announced its financial results for the quarter ended December 31, 2024. The Company reported its best ever quarterly Pre-sales performance of INR 45.1bn with a 32% YoY growth. On the back of strong operating cash flow generation, the Company also reduced its net debt significantly by INR 6.1bn to INR 43.1bn.

### Q3FY25 Operational & Financial Overview

- Pre-sales: INR 45.1bn (+32% YoY)
- Collection: INR 42.9bn (+66% YoY)
- Revenues from ops.: INR 40.8bn (+39% YoY)
- Adj. EBITDA: INR 15.9bn (+48% YoY)
- PAT: INR 9.4bn (+66% YoY)

Commenting on the performance, **Mr. Abhishek Lodha, MD & CEO, Macrotech Developers Ltd.** said, *"I am pleased to note that we achieved our best ever quarterly Pre-sales performance of INR 45.1bn in Q3FY25. This is the fourth consecutive quarter of achieving pre-sales greater than INR 40bn. What is also encouraging is that these strong Pre-sales have come along side robust embedded EBITDA margins of 35%. This demonstrates our focus on delivering consistent and predictable growth alongside good profitability. With this we have achieved INR 128.2bn of Pre-sales in the 9mFY25 showcasing ~25% growth. The quarter also saw the strongest ever collections performance of INR 42.9bn which showcases strong execution capability of the organization.*

*We added another projects in Bengaluru with a GDV of INR 28bn – our fifth in the city. These new project additions in Bengaluru will provide opportunity to drive pre-sales growth from next FY onwards in the city where we have entered the expansion phase now. Our new Business Development for 9mFY25 across MMR, Pune and Bengaluru stands at INR ~195bn of GDV (8 projects), thus achieving 90%+ of our full year guidance.*

*We continued making progress towards building our annuity portfolio in a calibrated manner and acquired ~33 acres of land for our Digital Infrastructure (warehousing and industrial) business in the NCR. We also entered into an agreement with our JV partner to further increase stake in our Digital Infrastructure platform.*

*Despite significant investments in Business Development in this quarter, we reduced our net debt by INR 6.1bn to INR 43.1bn (0.22x Net Debt/ Equity) - well below our ceiling of 0.5x Net Debt/Equity. This is on the back of strong operating cash flow generation of INR 24bn during the quarter. On the back of strong operating and financial performance ICRA revised our credit rating outlook to 'Positive' (AA-/ Positive). Our exit cost of debt continues to go down and stands at 8.8% (down ~10 bps during the quarter) - among the lowest in the industry."*

The Lodha Philanthropic Foundation (LPF) has been endowed with a corpus of INR 200bn with transfer of shares by the Lodha family. LPF is focused on helping India become a developed nation by 2047, as measured through three metrics which would lead to holistic and sustainable development: 1. GDP per capita, 2. Environmental Performance Index ratings, and 3. World Happiness Index ranking.

**The Foundation has initially chosen three focus areas:**

- 1. Education & Innovation excellence for India's most capable minds**
- 2. Environment**
- 3. Indian Culture**

Guided by a Board of Advisors comprising of some of India's most esteemed professionals and intellectuals, LPF intends to significantly scale up its activities over the next 18 months.

In 2024, Lodha retained its prestigious position in the Dow Jones Sustainability Index (DJSI) - among only three real estate companies from the emerging markets to be included. The World Benchmarking Alliance recognized Lodha's transformative role by ranking the company 3<sup>rd</sup> globally and 1<sup>st</sup> in India among the 300 most influential companies shaping urban environments across sectors such as construction, energy, transport, waste, and water management. Lodha continues to strengthen its commitment to sustainability through innovative practices and groundbreaking achievements. We continue driving advancements on the research front in decarbonizing and benchmarking residential energy consumption through our Lodha Net Zero Urban Accelerator. Pilot testing of low-carbon concrete mixes like LC3 and urban heat mitigation measures are being actively implemented to reduce environmental impact and enhance livability.

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### **About Lodha**

Lodha, India's leading real estate developer, is driven with the passion of building world's finest developments across its residential, commercial and digital infrastructure portfolio. The company has delivered ~100 million square feet of real estate and is currently developing more than 110 million square feet under its on-going and planned portfolio. The company's vision of 'Building a Better Life' extends across geographies, markets, price points and consumer segments. Lodha creates developments with self-contained eco-systems, great outdoor spaces, & robust infrastructure and brings every facility, convenience and near commerce to the doorstep through its integrated digital platform BelleVue, transforming lives of its residents. The company is committed to becoming a net-zero carbon emissions company by 2050, leading the real estate industry's low-carbon transition and acting in the larger interest of the environment and society. In more ways than one, Lodha is dedicated to "Building a Better Life". The company also has a growing Digital Infrastructure business where, it has scaled up and made its mark in a short span of time.

### **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.