

# Lodha – Building a better life

[www.lodhagroup.in](http://www.lodhagroup.in)



EXTRAVAGANT BY ANY STANDARD.

NECESSARY AT THE  
WORLD'S *finest* DEVELOPMENTS.

 **LODHA**  
BUILDING A BETTER LIFE

The project has been registered via Maha RERA Registration No. P52100046398 available at website <http://maharera.mahaonline.gov.in>.



**28th Annual General Meeting**

**15<sup>th</sup> September, 2023**

## 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.

# Phenomenal wealth creation: Rewarding shareholder with dividend & bonus issue



**175% increase**  
in Share Price  
since IPO\*



**1 bonus share issued**  
for each share in May-23

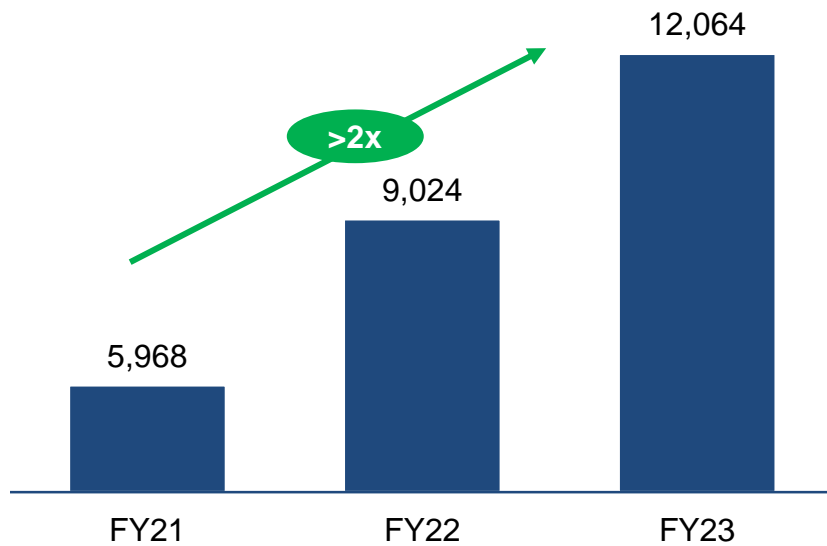


**INR 1/sh Dividend**  
for FY23

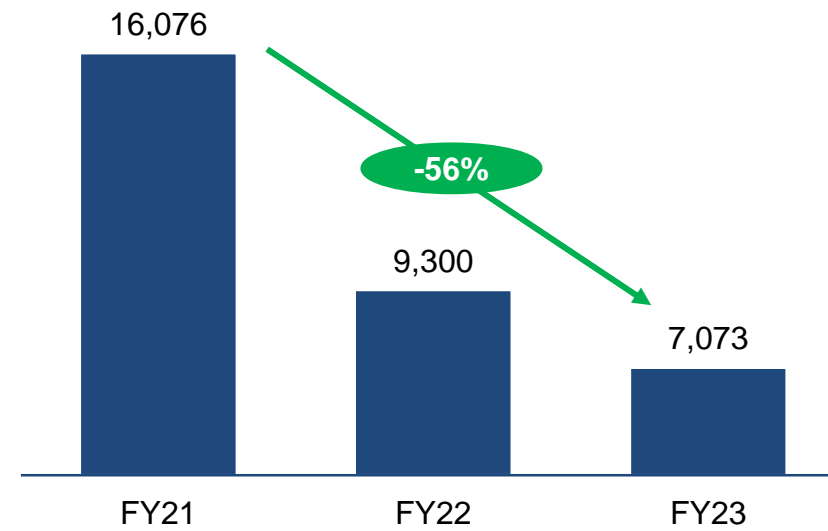
# Delivering growth and deleveraging in tandem

INR Cr

Pre-sales more than doubled over FY21-23....



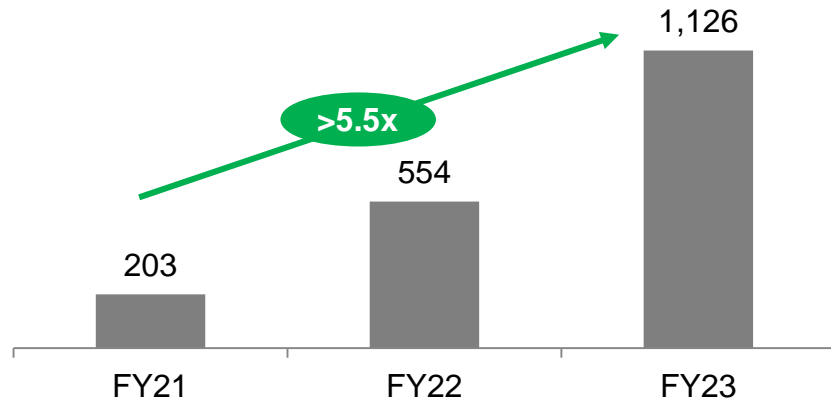
...while debt has come down significantly over the same period



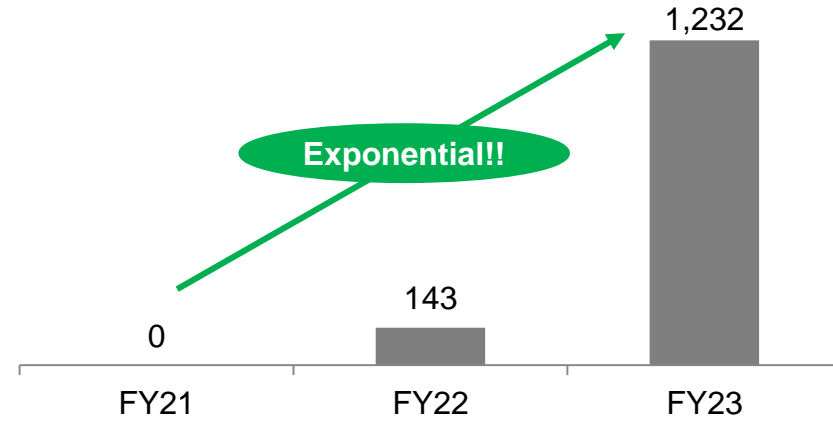
# Exponential growth – Supermarket strategy paying good dividend in targeted micro-markets

INR cr

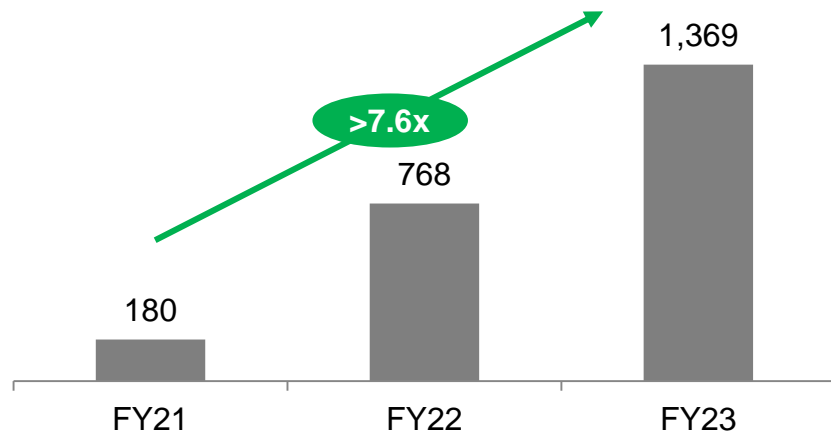
## Pune



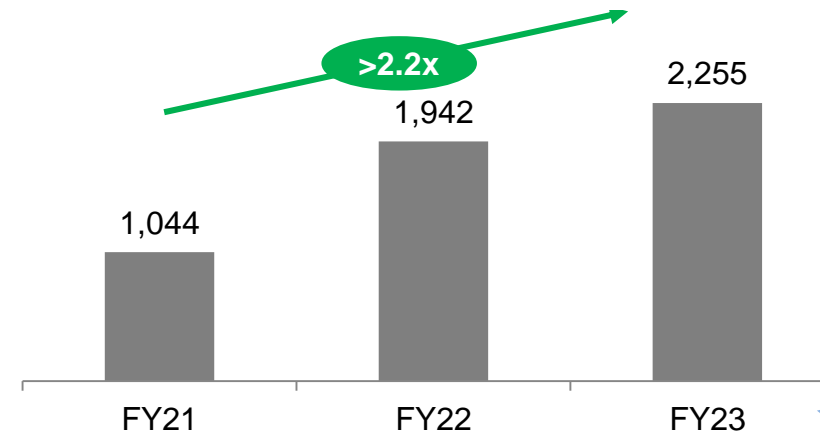
## MMR – Eastern Suburbs



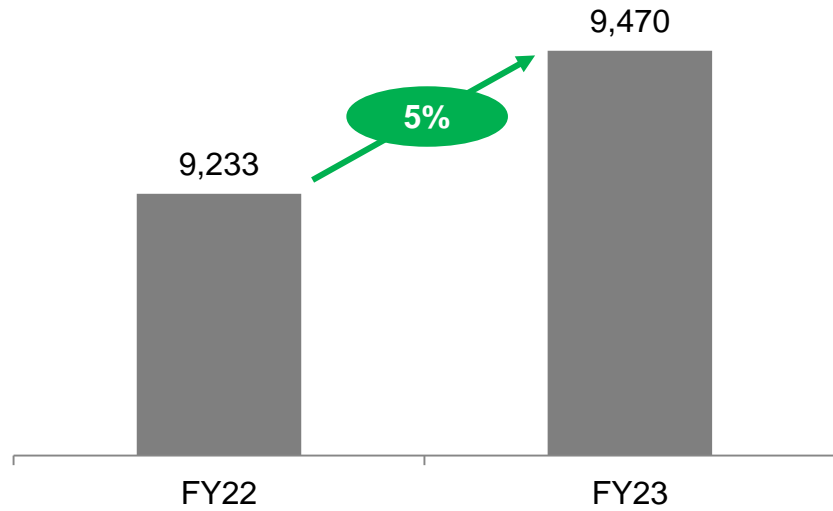
## MMR – Western Suburbs



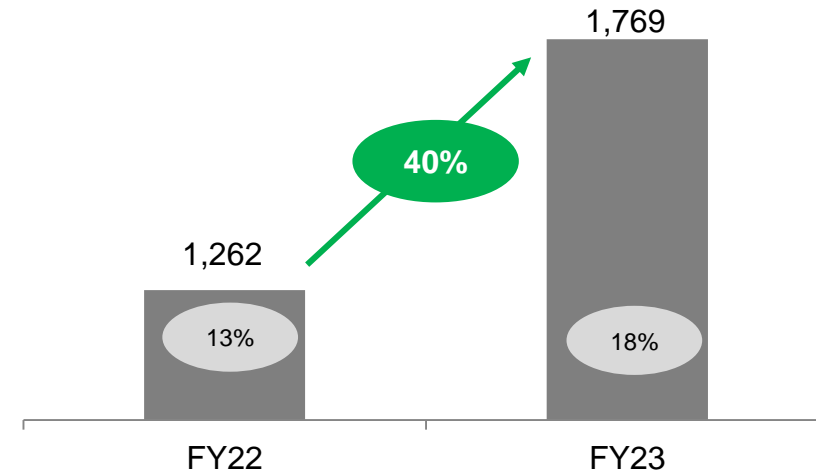
## Townships



## Revenue



## Adj. PAT



# Pro-forma P&L (basis operating performance)

INR Cr

Particulars	FY23		FY24E		Q1FY24	
	INR Bn	%	INR Bn	%	INR Bn	%
Pre-sales	12,064		14,500		3,353	
Embedded EBITDA	3,860	32%	4,350	30%	1,006	30%
D&A	91		100		25	
Finance Cost	997		750		203	
PBT	2,772	23%	35.0	24%	778	23%
Taxes (assumed rate: 25.2%)	698		881		196	
PAT	2,075	17%	2,619	18%	582	17%
RoE	~16.7%		~19.6%			



# Giving back to society under ‘Do Good, Do Well’ philosophy:

## Our efforts being recognized



### S&P Global Corporate Sustainability Assessment 2022

Among the **top ~1%** of the 867 global real estate companies; Featured in the **S&P Global Sustainability Yearbook**



### GRESB Development Benchmark 2022

**5-star rating** with a score of 95/100 in the category “Residential: Multi-family: High-rise”



### Sustainalytics

Received **ESG Risk Rating of 13.8**, was assessed to be at “**Low-Risk**” category of ESG risk severity



### FTSE4Good Index Series

Included in the **FTSE4Good Index Series** in the June 2023 index review

# Launched Project Unnati – Upskilling platform for women



Skill and prepare women for formal employment



Offer financial incentives and logistical support to corporates to increase their female workforce

**unnati**  
empowering women



Provide supportive services to working women to lower attrition, increase productivity and enable growth



Advocate for policies that create enabling conditions for women at the workplace



~100 women benefitted from our programme

# Launched Lodha Genius Programme – Creating leaders of tomorrow



Partnered with Ashoka University



To address shortage of high quality talent

LODHA  
**genius**  
PROGRAMME



Open to grades 9 to 12 who demonstrate exceptional capabilities

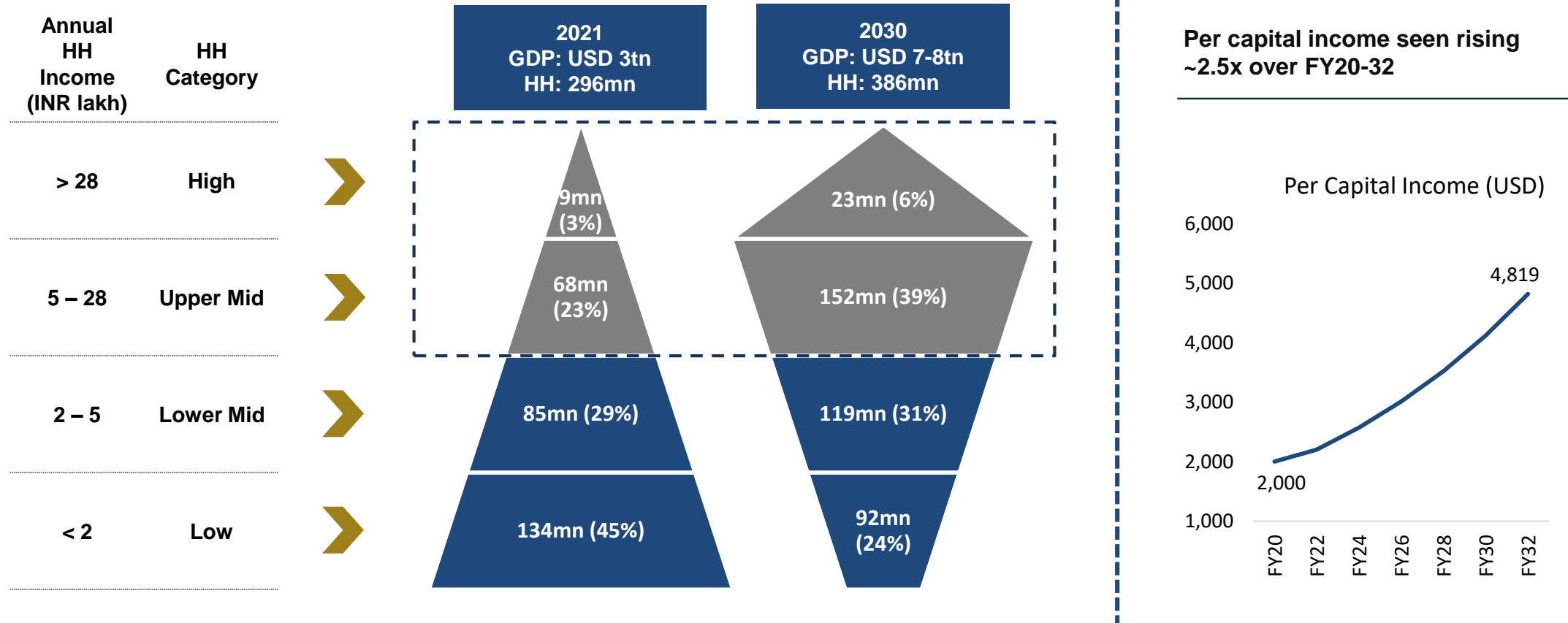


First cohort of 96 students underwent month long programme



**Industry Tailwinds**

# 100 mn new households to become 'home ownership capable' this decade



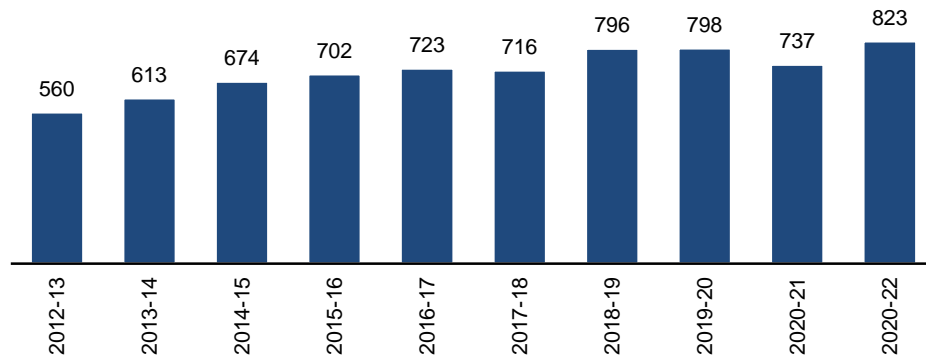
**Once in a country's lifetime opportunity!**

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

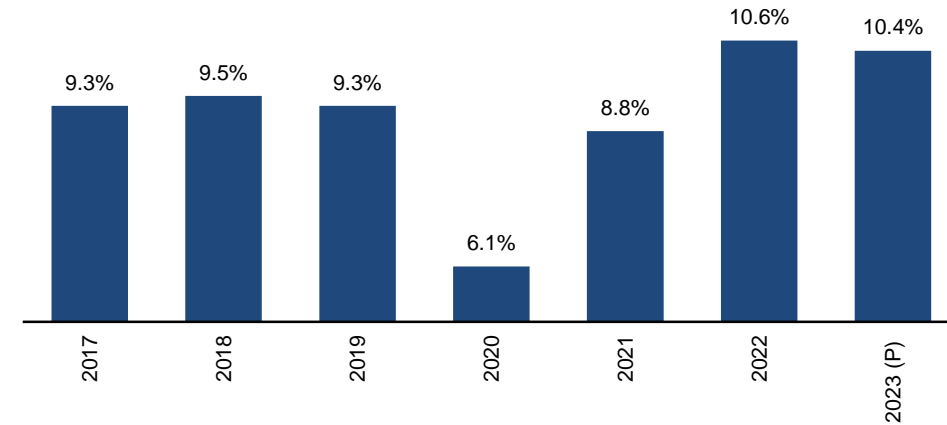
## Large no of educated workforce added every year

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

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

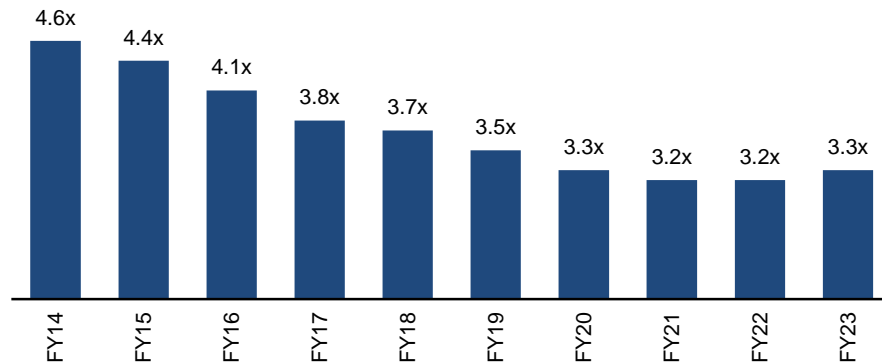


## India Average wage growth across industries



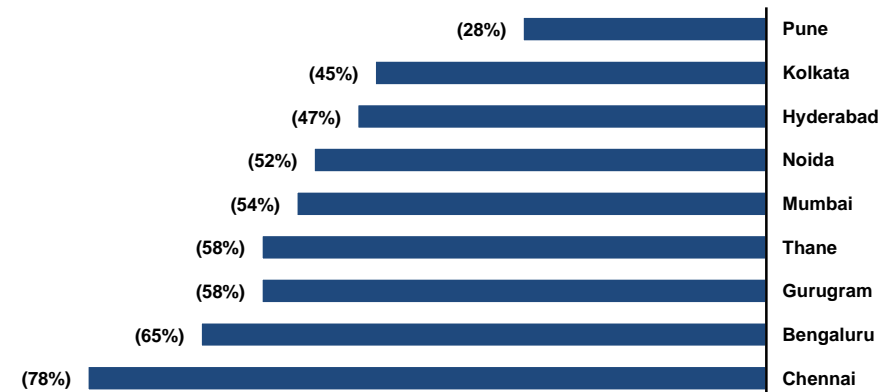
## Improved affordability to support demand

Affordability ratio<sup>1</sup>



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

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



# Highly resilient to inflation & interest rate gyrations

## Construction cost inflation not a risk to margin

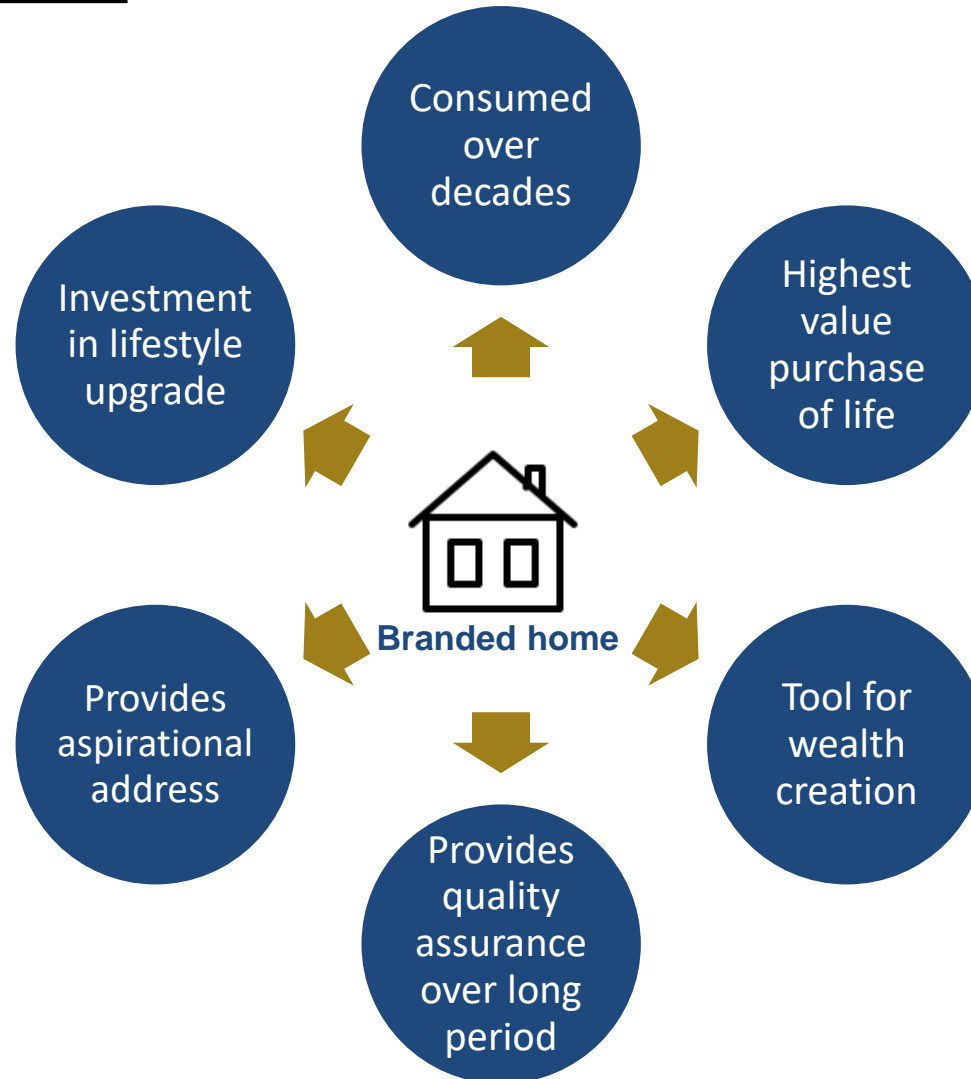
- ✓ Construction costs only 25% to 45% of sales price –
  - of which **one-third related to labor which faces low risk of inflation**
- ✓ Commodity inflation short cycle vs. 3+ years of construction - provides **flexibility to manage** inflation
- ✓ Ready or near ready inventory is a natural hedge against commodity inflation

## Mortgage an enabler, not an inducer of demand

- ✓ Conservative Central Bank, allows only plain vanilla mortgage product – LTV <75% & no teaser rates
- ✓ A floating rate product – Interest rate change modifies tenure, not EMI (well understood by homebuyers)
- ✓ Salary growth of 8-10% enables mortgage repayment in 7-8 years
- ✓ **Housing sales driven by fundamental need and nominal price growth**, not by mortgage inducement

# 'Housing' increasingly becoming a *Branded* 'Consumer Product'

## Brand matters the most

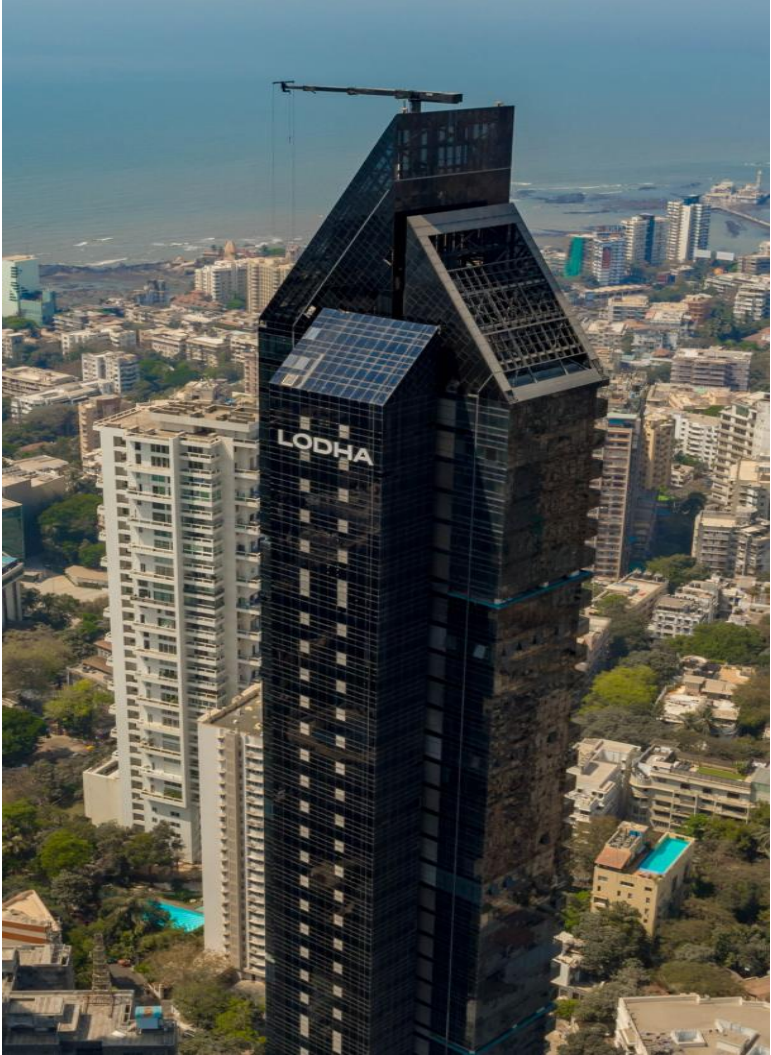






# Creating Luxury across segments

# Luxury Living: Altamount (1/5)



## Luxury Living: World Towers (2/5)



# Luxury Living: Amara (3/5)



# Luxury Living: Palava (4/5)



## Luxury Living: Belmondo (5/5)



# Building a better life (1/3)



# Building a better life (2/3)





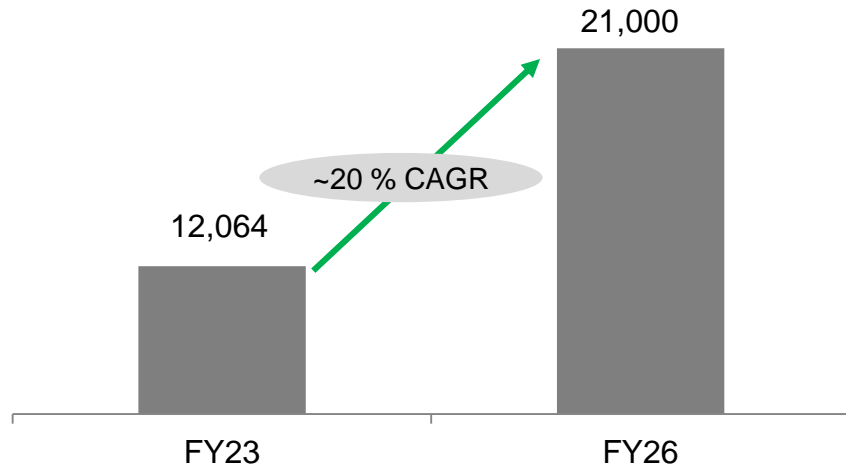
# Building a better life (3/3)



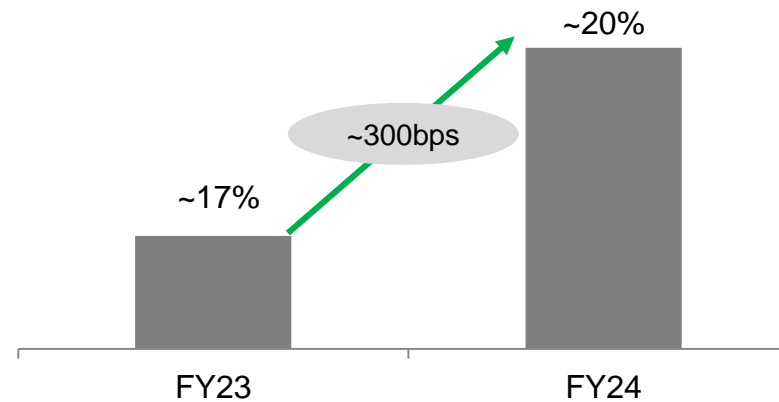


**Our Strategy**

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



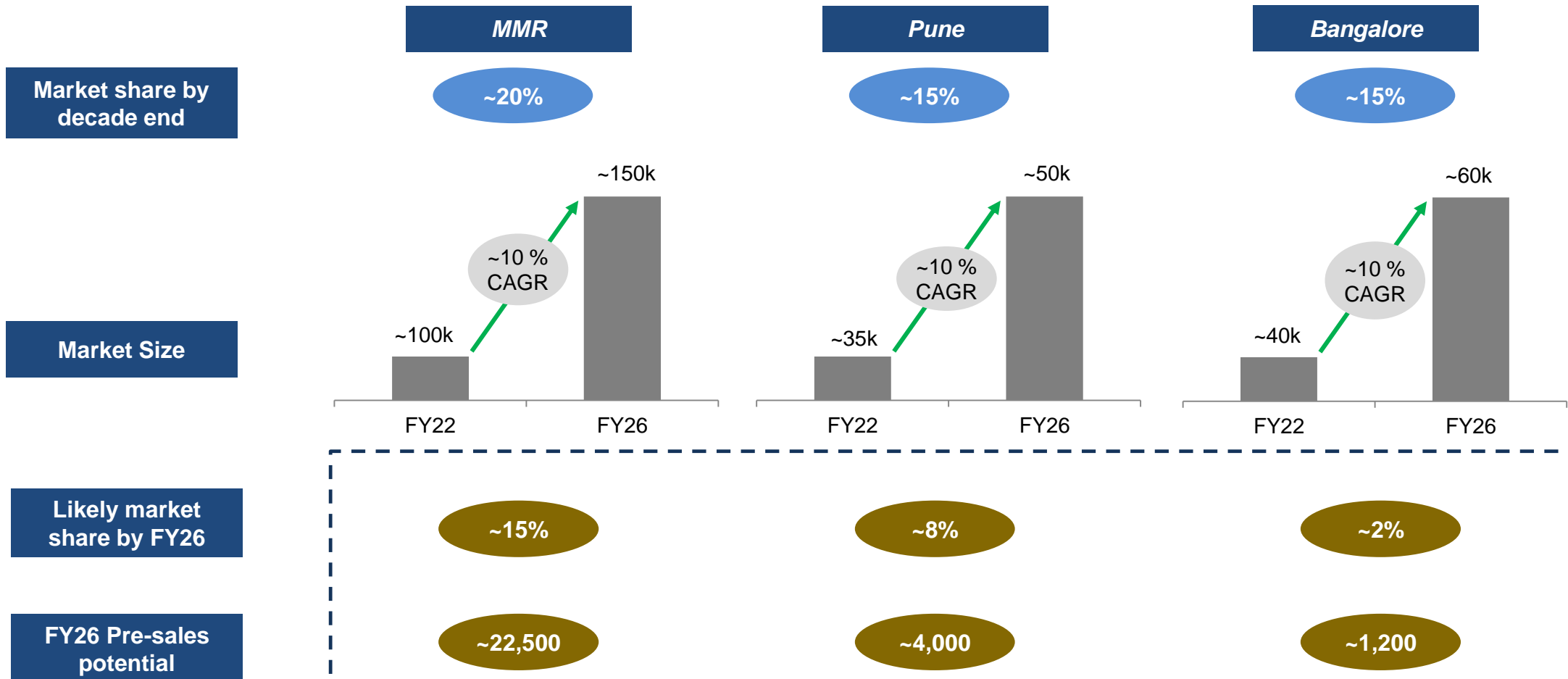
**Pre-Sales**



**RoE**

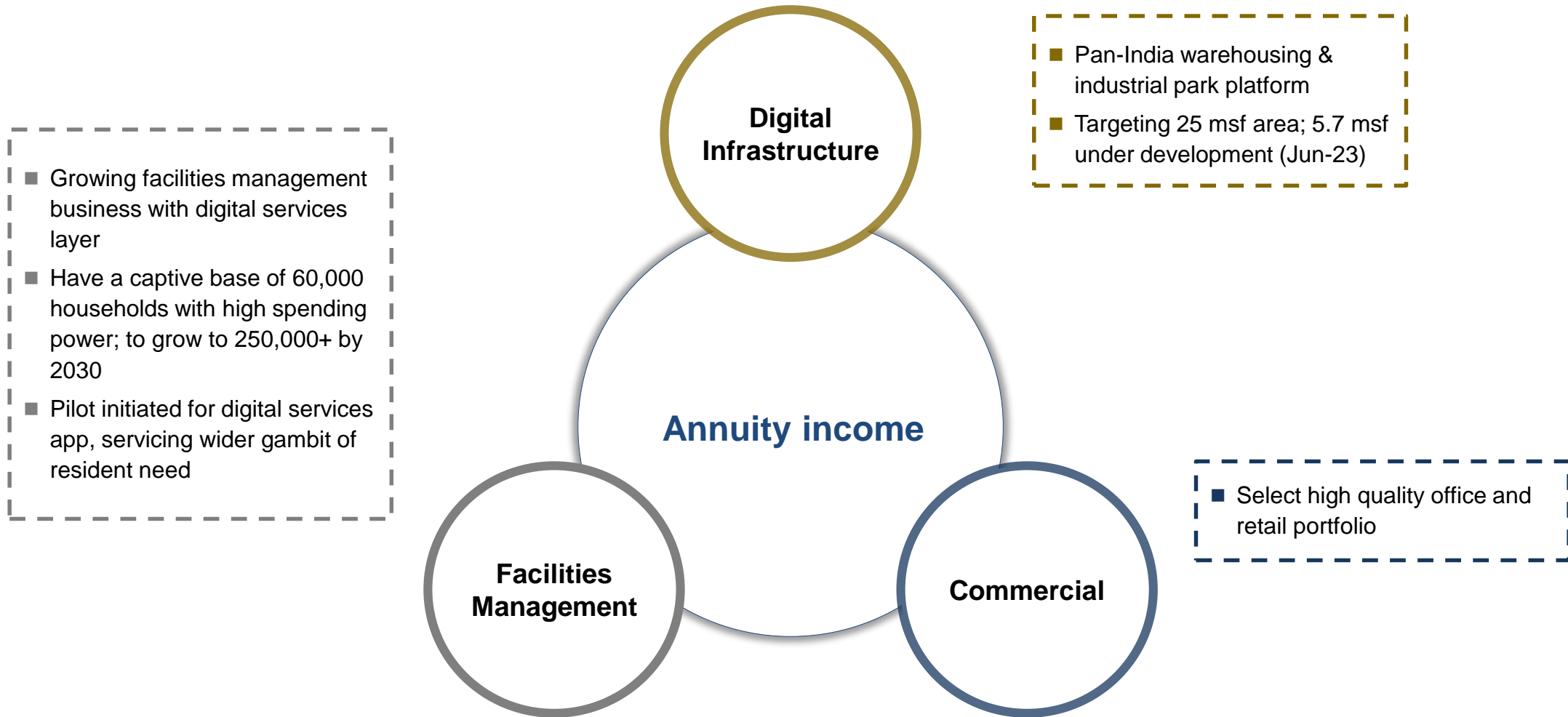
# ~20% pre-sales CAGR

INR cr



Keeping our growth with conservative capital structure approach in mind, guiding for ~20% pre-sales CAGR i.e. INR ~21,000cr by FY 26 against higher potential basis market share

# Building annuity income portfolio



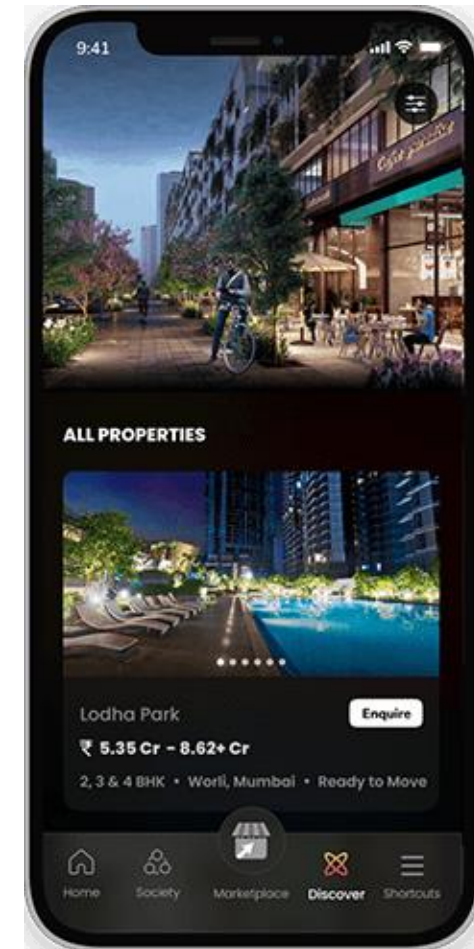
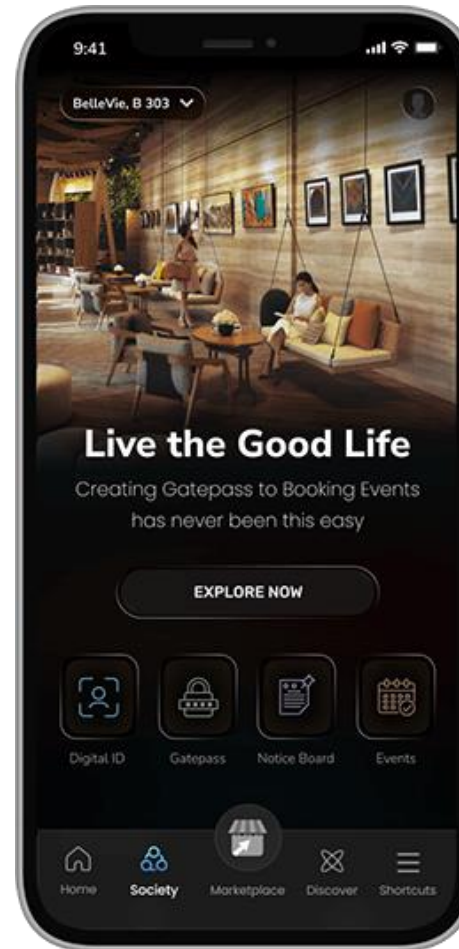
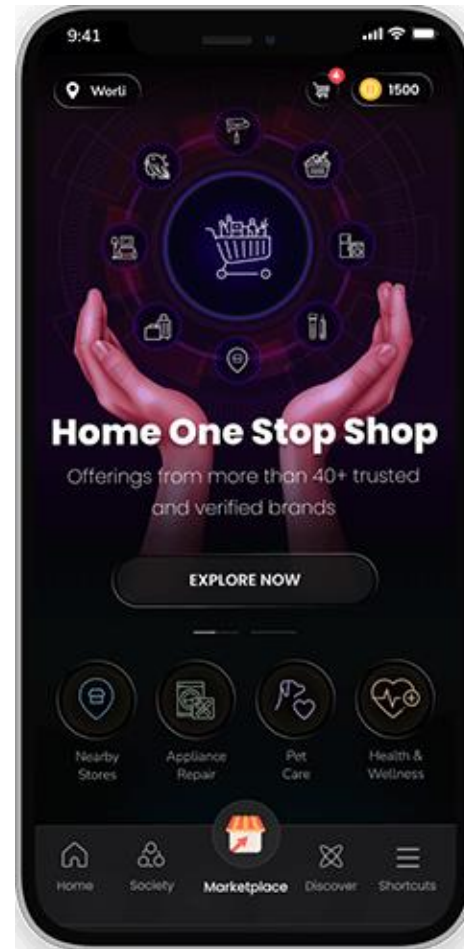
Targeting INR ~500cr of net annual income by FY26 and INR ~1,500cr by FY31

## India's largest warehouse – First asset ready



**Handed to Skechers for fit outs – to start generating rent from H2FY24**

# Facilities management business with a digital services layer



Potential to become a large business with high RoE

# Commercial portfolio

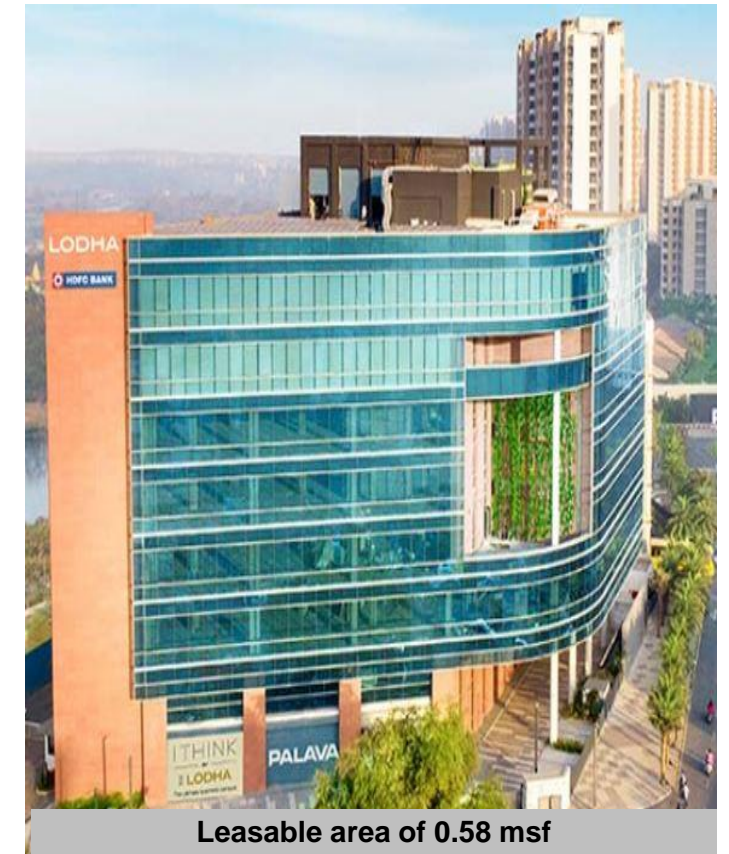
One Lodha Place, Lower Parel



Experia Mall, Palava



iThink, Palava



Potential to add significant high-street retail spaces at our developments



## Our ESG Goals driven by our philosophy of “Do Good Do Well”



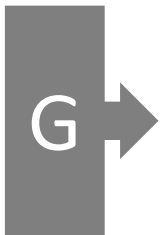
Ensure sustainability in our product and operations by positively impacting the natural environment

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Positively impact our people and community through utmost respect for human rights, diversity and inclusion

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Drive industry transformation by leading ethically and bolstering trust through high degree of transparency & accountability

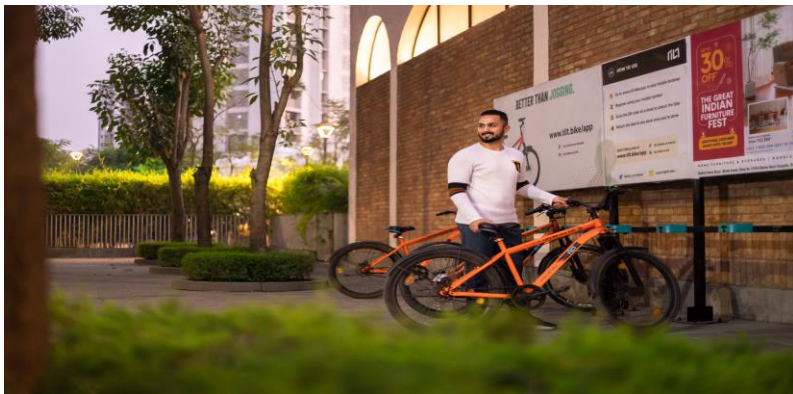
# Net Zero in Scope – 1,2 by 2024, 51% reduction is Scope – 3 by 2030

Transitioning to renewable energy for construction activity underway; 90% achieved till Mar-23



1 MW captive solar power plant, generated power used in construction activity

Partnered with Tilt for bicycle sharing in Palava



EV charging our developments in partnership with Tata Power



~100 EV chargers installed

Maximum use of renewable energy in common infrastructure of townships



Sustainability embedded in designs of our developments

# Decentralized Org. structure – 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 Mobility, 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

**Const. Mgmt. Team**  
 25

Significant experience across industries & functions

Depth of Experience in Key Competencies

Excellent Domain Knowledge

# Empowered Board of Directors led by Independent Chairman



**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 and 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 and Chairman of NHAI



**Ashwani Kumar**, *Independent Director*

- Former Chairman and Managing Director (CMD) of Dena Bank and board member of the LIC
- President of the Indian Institute of Banking and Finance



**Lee Poliso**, *Independent Director*

- Founding partner and President 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



**Rajeev Bakshi**, *Independent Director*

- Former MD & CEO of Metro Cash & Carry and formerly associated with Pepsico, Cadbury Schweppes
- Currently on the board of Cummins India, Dalmia Bharat Sugar



**Harita Gupta**, *Independent Director*

- Formerly associated with Microsoft and NIIT Technologies
- Currently leading APAC and Global Enterprise Business at Sutherland Global Services



**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

[www.lodhagroup.in](http://www.lodhagroup.in)



Lodha World Towers, Worli. Shot at location.

RESIDENTS FROM 16 COUNTRIES.

OBVIOUSLY, THEY LIVE AT THE  
WORLD'S *finest* DEVELOPMENTS.

 **LODHA**  
BUILDING A BETTER LIFE

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THE WORLD'S MOST  
LUXURIOUS RESIDENCES. PERIOD.

ONLY AT THE  
WORLD'S *finest* DEVELOPMENTS.

 **LODHA**  
BUILDING A BETTER LIFE

*Thank You!*

*For any further information, please write to [investor.relations@lodhagroup.com](mailto:investor.relations@lodhagroup.com)*