

April 05, 2024

**BSE Limited**

Scrip Code: 543287

Debt Segment – 974163, 974199, 974473, 974511, 974986, 975053, 975115, 975192, 975560

**National Stock Exchange of India Limited**

Trading Symbol: LODHA

Dear Sirs,

**Sub: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ('Listing Regulations')**

We would like you to take note of our key operational updates for 4QFY24:

- a) **Pre-Sales:** We had **Q4FY24 pre-sales of INR 42.3 bn** - our best quarterly performance ever, **up 40% on YoY basis**. For **FY24, pre-sales were INR 145.2 bn** - once again our best ever annual pre-sales performance, thus meeting our guidance of delivering consistent and predictable 20% growth.
- b) **Collections:** Collections were INR 35.1 bn for 4QFY24 showing a growth of 20% YoY. FY24 collections were 112.6 bn.
- c) **Business development:** During FY24, we added new projects having cumulative GDV of INR 203 bn across various micro-markets of MMR, Pune and Bengaluru, exceeding our guidance of INR 175 bn.
- d) **Net debt:** On the back of strong operating cash flow generation and recently concluded equity raise, **our net debt further reduced to INR 30.1 bn which is <0.2x of equity**, thus achieving our goal of net debt:equity <= 0.5x. Continuing robustness in business fundamentals and strengthening of balance sheet has led to further **credit rating upgrade to 'AA- (Stable)' by ICRA**.

**Performance Summary:**

(INR bn.)	4QFY24	4QFY23	YoY (%)	FY24	FY23	YoY (%)
Pre-sales*	42.3	30.3	40%	145.2	120.6	20%
Collections	35.1	29.3	20%	112.6	106.1	6%
Net Debt	30.1	70.7		30.1	70.7	

*Aforesaid nos. are provisional, subject to limited review;*

*\*includes pre-sales of INR 360mn, INR 30mn, INR 900mn, and INR 6.0bn in 4QFY24, 4QFY23, FY24 and FY23 respectively from projects where MDL is development manager.*

Thanking you,  
Yours faithfully,

**For Macrotech Developers Limited**

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