

Date: February 09, 2026

To,
The Compliance Manager
Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400001
Scrip Code: 544469

To,
The Manager
Listing and Compliance Department
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G
Bandra-Kurla Complex, Bandra (East),
Mumbai - 400051
Scrip Symbol: LOTUSDEV

ISIN: INE0V9Q01010

Subject: Intimation of Investor Presentation for the quarter and nine months ended December 31, 2025

This is in continuation to our letter dated February 03, 2026 wherein we had informed regarding an Earnings Call scheduled with Analysts / Investors on Monday, February 09, 2026 at 03:30 P.M (IST) to discuss the Un-Audited (Standalone and Consolidated) Financial Results for the quarter and nine months ended December 31, 2025.

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, please find enclosed herewith the Investor Presentation for the said Earnings Call.

We request you to kindly take the same on record.

Thanking you.

Yours faithfully,
For Sri Lotus Developers and Realty Limited
(Formerly known as AKP Holdings Limited)

Ankit Kumar Tater
Company Secretary and Compliance Officer
Membership No.: A57623

Encl. A/a



LOTUS
DEVELOPERS

Investor Presentation

February 2026

Safe Harbor

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Lotus Developers: Luxury and Ultra Luxury Developer

Developer of residential and commercial premises in Mumbai, with a focus in redevelopment projects in the luxury and ultra luxury segment



We **build PRODUCTS**, not projects



Asset-light model, with **~95%²** of new projects undertaken through redevelopment & Joint Development



Rapid project execution with completion of residential developments 12-18 months ahead of RERA timelines



End-to-end in-house execution—covering sales, construction and business development—drives superior control over quality, materials, and customer satisfaction



20%+ premium over peers in same micro market of Juhu
ASP per sq. ft **~INR 61,000/-** in FY25



Products are **homogenous**, ensuring **uniformity and no differentiation** between existing and new members



Micro markets offer **Highest Sales Velocity** in the Real Estate Industry



NET DEBT FREE Company
Net Cash Balance¹ of **INR 845 Crs** as on December 2025



Projects are selected with the **Blue water & Garden View (B&G) Concept** in mind



ZERO RERA Case / NO Complaints registered against any projects in its history

1. Total Cash of INR 1,002 Crs. including lien fixed deposit of INR 66 Crs. Debt outstanding of INR 157 Crs.
2. Including both ongoing and upcoming projects based on carpet area

Current Project Portfolio

COMPLETED PROJECTS

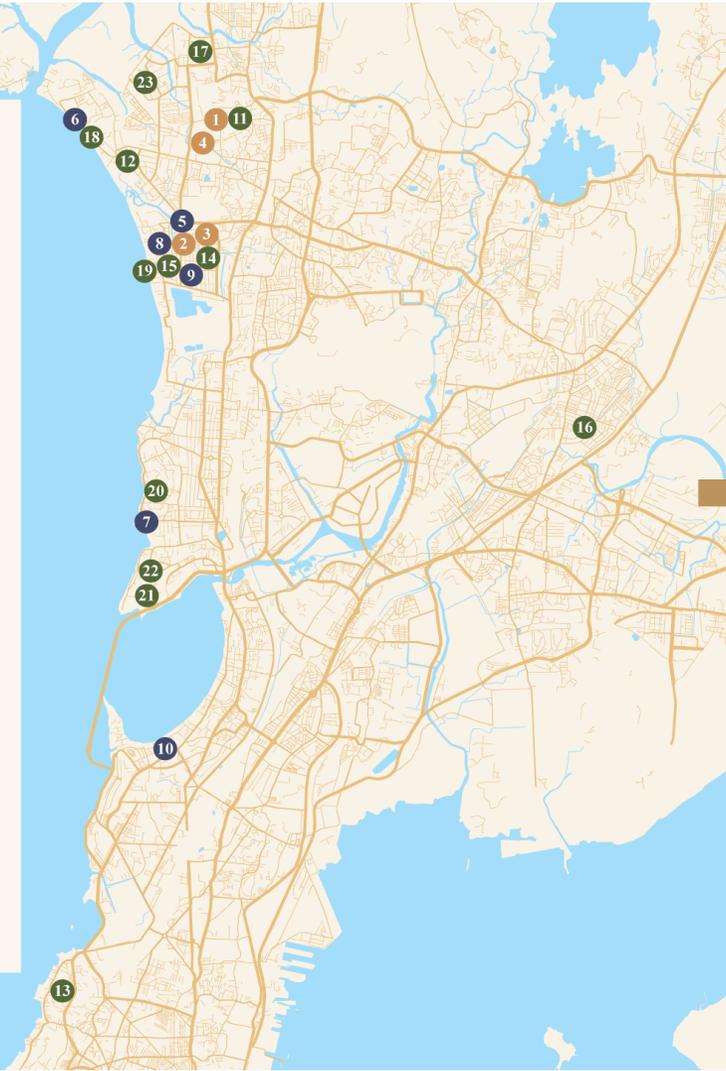
1. Signature, Andheri (W)
2. Ananya, Juhu
3. Ayana, Juhu
4. Arc One, Andheri (W)

ONGOING PROJECTS

5. The Arcadian, Juhu
6. Amalfi, Versova
7. Varun, Bandra (W)
8. Lotus Amara, Juhu
9. Lotus Athena, Juhu
10. Lotus Aquaria, Prabhadevi

UPCOMING PROJECTS

11. Lotus Trident, Andheri (W)
12. Lotus Celestia, Versova
13. Lotus Aurelia, Neapensea Road
14. Lotus Nexus, Juhu
15. Lotus Monarch, Juhu
16. Lotus Solana, Ghatkoper
17. Lotus Sky Plaza, Andheri (W)
18. Lotus Portofino, Versova Andheri (W)
19. Lotus Avalon, Juhu
20. Lotus Imperial, Carter Road, Bandra
21. Lotus Odyssey, Band Stand, Bandra
22. Lotus Upper crest, Band Stand, Bandra
23. Lotus Residency, Andheri (W)



24. Gift City Area Project

by FY31[^]

Carpet Area*
~4.0mn. Sq. ft.

Saleable Area*
~3.2mn. Sq. ft.

PAT Margin (%)
~ 25%–30%
on a consistent basis

* Excludes sold inventory
* Includes Residential and Commercial Projects
^ Estimated timeline

Expansion in GIFT City Area with Flagship UltraLuxury Project



Project Profile:

- ❖ **Land:** Carpet area of ~1 Mn. Sq. Ft.; Freehold
- ❖ **Location:** On the Bank of Sabarmati river, adjoining Gift City

Highlights of the project:

- ❖ **Agreement type:** Joint Development Agreement with profit sharing arrangement with Mr. Abhishek Bachchan
- ❖ **Type of development:** Mixed use project having a mix of premium retail, Grade-A commercial office spaces and high end residential units.
- ❖ **Demand Indicator:** Strong demand from financial institutions, fintech firms, and allied sectors for Grade-A commercial spaces, coupled with differentiated project positioning and strong brand name translating into high enquiry levels for luxury residential units.
- ❖ **Completion Timeline:** FY31
- ❖ **Expected Commencement:** Q1 FY28
- ❖ **Estimated GDV:** INR 2,000-2,200 Crs



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Q3 FY26 BUSINESS & FINANCIAL HIGHLIGHTS



“Our strong performance in the third quarter reflects the continued strength of our brand, sustained demand for our product, and a robust new project development pipeline. Pre-sales during the quarter stood at INR 376 Crs., registering a more than threefold year-on-year growth, while revenues grew 93% YoY to INR 224 Crs., supported by a healthy EBITDA margin of 35.5%. PAT for the quarter stood at INR 70 Crs., underscoring the robustness of our operating and financial execution.

During the quarter, we launched Project Varun in Bandra to a strong market response, delivering ₹52 crore of pre-sales with 19% of inventory sold by December 2025. Our recent launches—The Arcadian and Lotus Amalfi—continued to scale rapidly, achieving 34% and 45% pre-sales, respectively, within just four months of launch, underscoring the strength of our product positioning and demand in our core micro-markets. Looking ahead, we expect to further accelerate growth with two marquee launches planned in Q4 FY26—Lotus Aquaria (Prabhadevi) and Lotus Celestia (Versova).

On the business development front, we added two new projects in January 2026, taking total project additions for the year to eight, with an aggregate GDV of ~INR 7,500–8,500 Crs. With a strong balance sheet, healthy cash position, proven execution capabilities, and a robust business development pipeline, we **remain on track to achieve our pre-sales guidance of INR 1,100–1,300 Crs. in FY26.**

A defining milestone was our strategic entry into **GIFT City Area**, India’s emerging global financial and business hub. Through a joint development agreement, we will be developing a landmark mixed-use project comprising premium retail, Grade-A commercial offices, and high-end residential offerings. This project is expected to have a revenue potential of **~INR 2,000–2,200 Crs.**”

Anand Pandit
Chairman & Managing Director

9M FY26 Business & Financial Highlights

Q3 & 9M FY26

Pre – Sales

INR **695** Crs.
(INR 376 Crs. in Q3FY26)

Collections

INR **294** Crs.
(INR 119 Crs. in Q3FY26)

Revenue

INR **461** Crs.
(INR 224 Crs. in Q3FY26)

EBITDA

INR **159** Crs.
(INR 79 Crs. in Q3FY26)

EBITDA Margin

34.5%
(INR 35.5% Crs. in Q3FY26)

Profit After Tax

INR **142** Crs.
(INR 70 Crs. in Q3FY26)

GUIDANCE (FY26)

Pre – Sales

~ INR **1,100 – 1,300**
Crs.

Revenue Growth

~75–85% YoY

Profit After Tax Growth

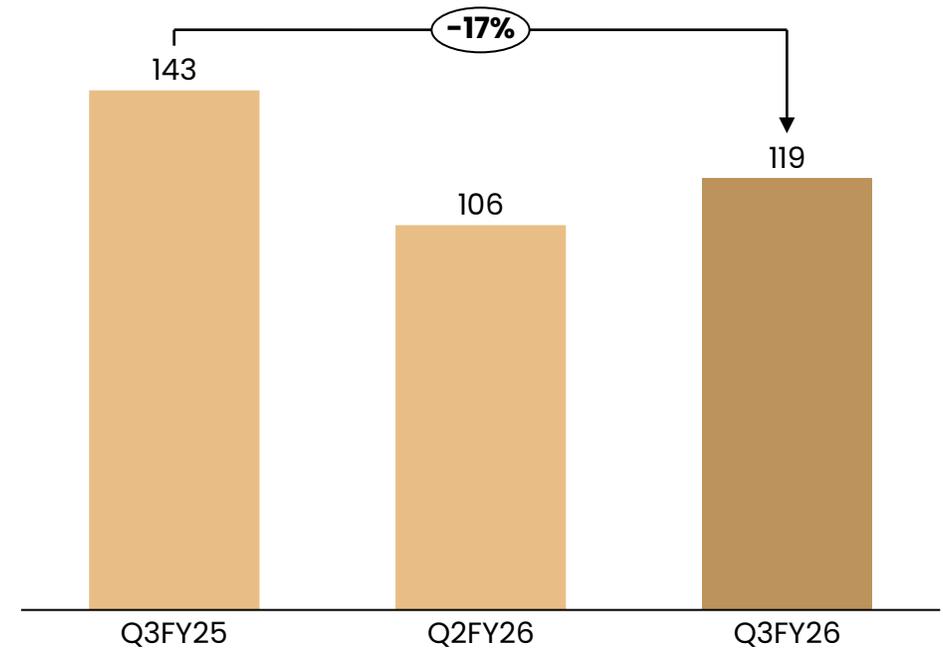
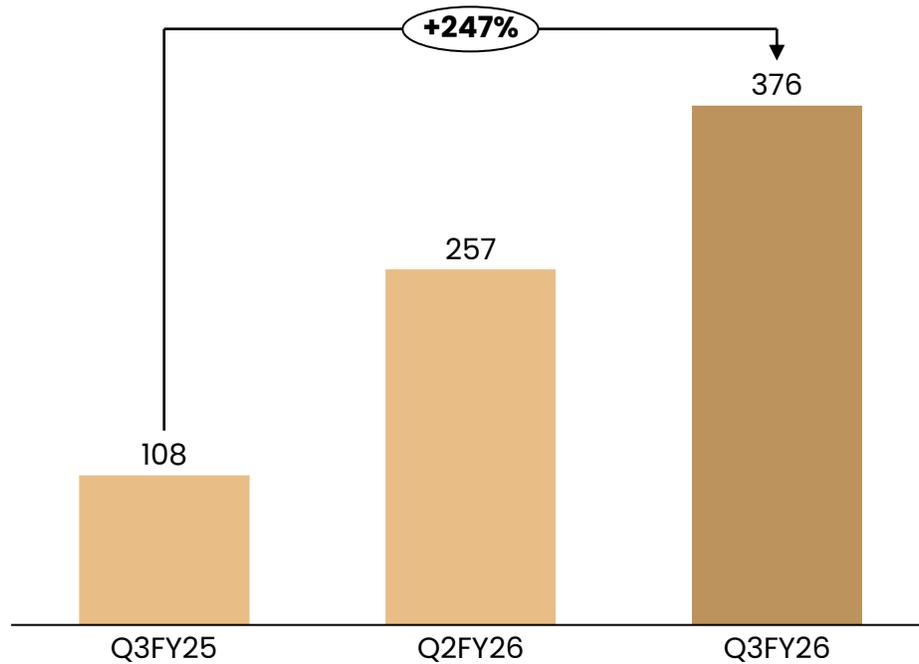
~30–35% YoY

- ❖ Launched **Project Varun (Bandra)** in second half of November 2025, with strong initial traction – bookings of **INR 52 Crs.**
 - ❖ Saleable carpet area for the projects stands at **~0.32 lakh sq. ft.**, with an estimated GDV of **~INR 430–450 Crs.**
- ❖ Expect to launch 2 new projects in Q4 FY26 – **Lotus Aquaria (Prabhadevi)** and **Lotus Celestia (Versova)**.
 - ❖ Remain confident of completing large part of the sales of completed projects – **i.e. Ayana & Arc One in this financial year.**
- ❖ The Company has **added eight new projects** during the year. Development Agreements were executed for four projects **i.e. Lotus Portifino (Versova), Lotus Sky Plaza (Oshiwara) and Lotus Odyssey (Bandra) and Mixed-use project at Gift City Area** while societies at **Lotus Avalon (Juhu), Lotus Imperial (Bandra) and Lotus Upper Crest (Bandra)** and **Lotus Residency** have appointed Lotus as their preferred developer.
- ❖ In January 2026, signed the largest project in the Gift City area through a development agreement (DA) with carpet area of more than 1 million sq. ft. and an estimated **GDV of ~INR 2,000–2,200 Crs.**

Strong Q3 Launch Traction – Presales up 247% YoY

Pre-Sales (INR Crs.)

Collections (INR Crs.)



Project Varun (Bandra) was launched in the second half of November 2025 and witnessed strong initial traction, with bookings of **INR 52 Crs.** Our recently launched projects—**The Arcadian (Juhu)** and **Amalfi (Versova)**—continued to see healthy demand, delivering **~INR 248 Crs.** of pre-sales in Q3 FY26

New Launches in Q3FY26



Representative Image

Varun (BANDRA)

0.32 Lakh Sq. Ft.

Saleable Area

19%

Sold Inventory

INR 52 Crs.

Presales

Q3 & 9M FY26 Profit & Loss Statement

Particulars (INR Crs.)	Q3 FY26	Q3 FY25	9M FY26	9M FY25
Revenue from operations	224	116	461	360
Cost of construction and development	62	43	431	170
Changes in inventories	64	-5	-177	-30
Employee benefit expenses	5	4	11	8
Other expenses	15	12	37	31
EBITDA	79	62	159	180
EBITDA Margin (%)	35.5%	53.0%	34.5%	50.0%
Other income	16	7	35	11
Depreciation and amortisation expenses	0	0	1	1
EBIT	95	69	193	190
Finance costs	0	0	1	0
Profit before tax	94	69	192	190
Tax expense	24	17	49	48
Profit for the period	70	51	142	142
PAT Margin (%)	31.3%	44.2%	30.9%	39.5%

Raised Capital through IPO

Fresh Issue of INR 792 Crs.



The overall IPO was **Oversubscribed by 74 times**, with QIB category **Oversubscribed by 175 times**

Use of proceeds

- ❖ Investment in our Subsidiaries, Richfeel Real Estate Private Limited, Dhyan Projects Private Limited and Tryksha Real Estate Private Limited for part-funding development and construction cost of our Ongoing Projects, Amalfi, The Arcadian and Varun, respectively amounting to **~INR 550 Crs.**

Project	Funded from Net Proceeds	Estimated Deployment		Deployment
		FY26	FY27	As of 31 st Dec'25
Project Amalfi	INR 140.0 Crs.	INR 107.0 Crs.	INR 33.0 Crs.	INR 29.8 Crs.
Project Arcadian	INR 247.0 Crs.	INR 274.0 Crs.	-	INR 116.3 Crs.
Project Varun	INR 136.0 Crs.	INR 106.0 Crs.	INR 30.0 Crs.	INR 38.4 Crs.
Total	INR 550.0 Crs.	INR 487.0 Crs.	INR 63.0 Crs.	INR 184.6 Crs.

- ❖ The remaining funds will be allocated towards general corporate requirements primarily include working capital needs and Capex for other upcoming projects etc.



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KEY GROWTH STRATEGIES

Key Growth Strategies

1

Strategic position in the **Western suburbs of Mumbai** - leveraging on **market dynamics and consumer centric approach**

2

Enhanced Focus on **Asset-Light Model**

3

Expand into the Other **Micro-Markets** of Mumbai



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4

Brand Equity driven by **Capabilities & Timely Execution** with an ability to **sell units during construction phase**

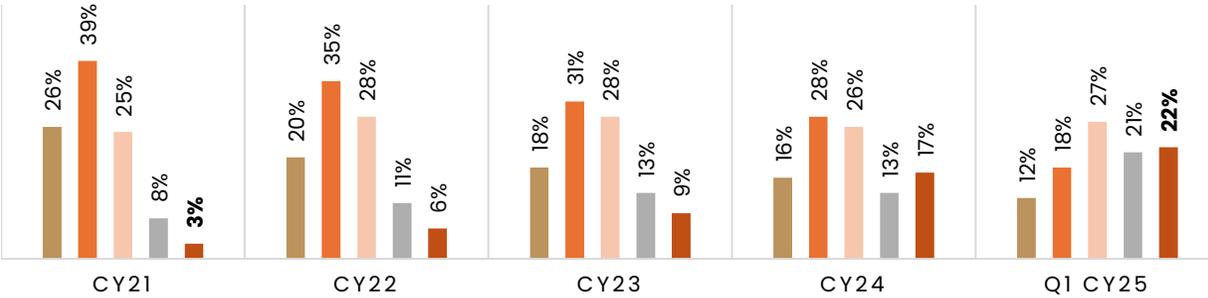
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Selectively **Develop Commercial Projects**

1. Strategic Position in the Western Suburbs of Mumbai...

Luxury Segment (> ₹2.5 cr.) in India grew from 3% in CY21 to 22% in Q1CY25¹...

■ < Rs. 40 lakhs ■ Rs. 40 lakhs – Rs. 80 lakhs ■ Rs. 80 lakhs – Rs. 1.5 cr ■ Rs. 1.5 cr – Rs. 2.5 cr ■ > Rs. 2.5 cr

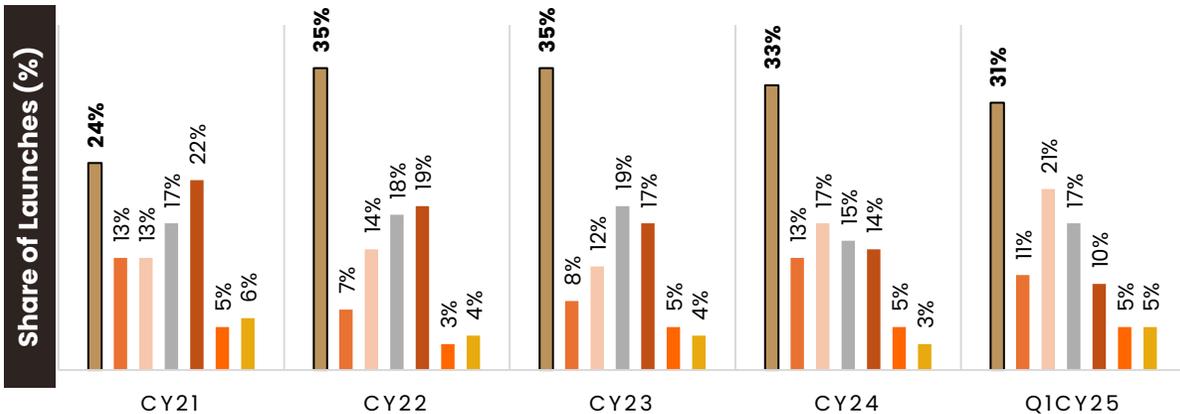


Strategic Positioning in Ultra Luxury and Luxury segment in the western Suburbs of Mumbai...

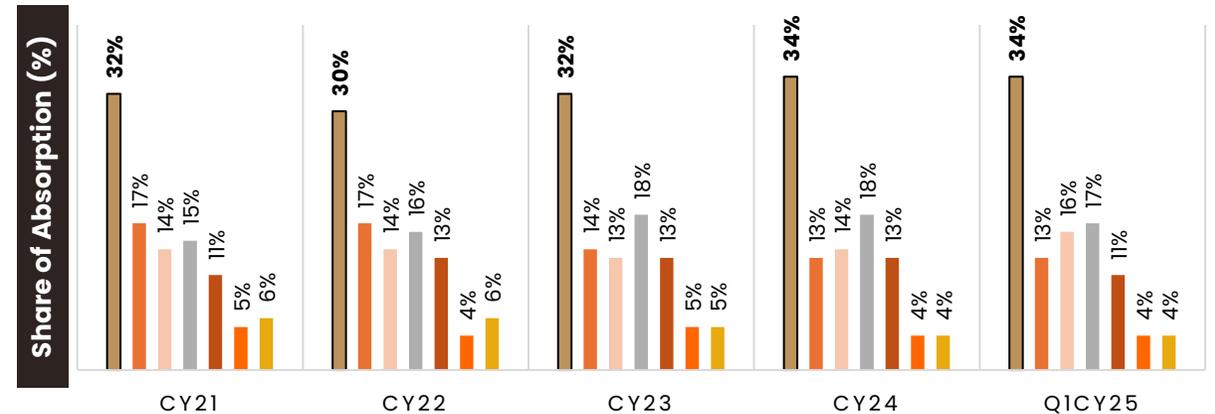


With MMR Leading in Launches (31-35%) and Absorption (32-34%)¹

■ MMR ■ NCR ■ Bangalore ■ Pune ■ Hyderabad ■ Chennai ■ Kolkata



■ MMR ■ NCR ■ Bangalore ■ Pune ■ Hyderabad ■ Chennai ■ Kolkata



Notes:

1. Source- Anarock Report
2. MMR- Mumbai Metropolitan Region

... leveraging on market dynamics and consumer centric approach

Strengthen positioning in the luxury and ultra luxury segment in western suburbs of Mumbai

Design projects that resonate with Customers



Strategic Research before Planning

Market Driven Strategy



**Andheri
Media and Entertainment hub**



**Gap in demand for commercial
properties with smaller unit sizes**



**High density and land constraints
in Juhu**

**Project
Signature**

Amenities such as private theatre, banquet and private lounge

**Project
Arc One**

400 sq. ft. office space with 13.5 ft. height and loft area with storage capabilities

**Project
Ananya & Ayana**

Rooftop amenities such as swimming pool, cabanas and sit outs space



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**Experienced player with strong
pipeline of projects in the western
suburbs of Mumbai**



4

Completed
Projects

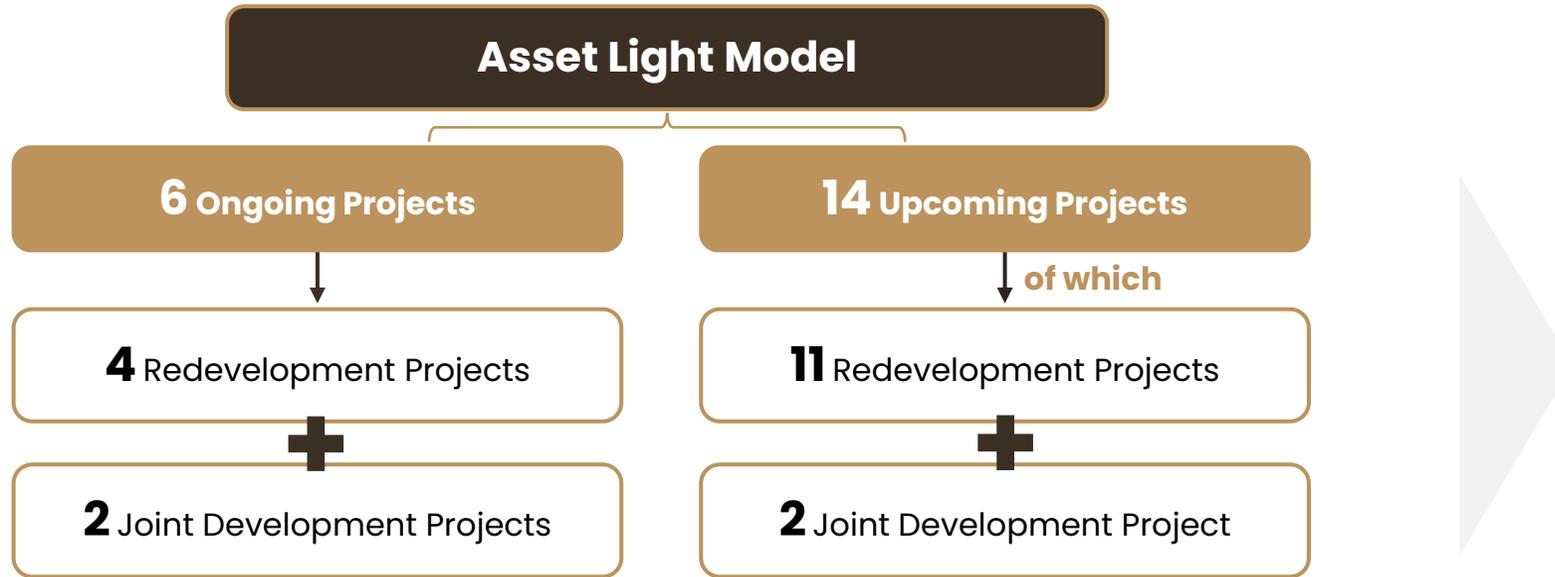
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Ongoing Projects
Of which **1** Project
in South Central
Mumbai

14

Upcoming Projects
Of which **11** Projects
in Western Suburbs

2. Enhanced Focus on Asset-Light Model



Advantages

- Capital Efficient Model
- Financial flexibility to undertake new projects in developing areas
- Among one of the **Highest ROE** in the Industry – **41%** in FY25

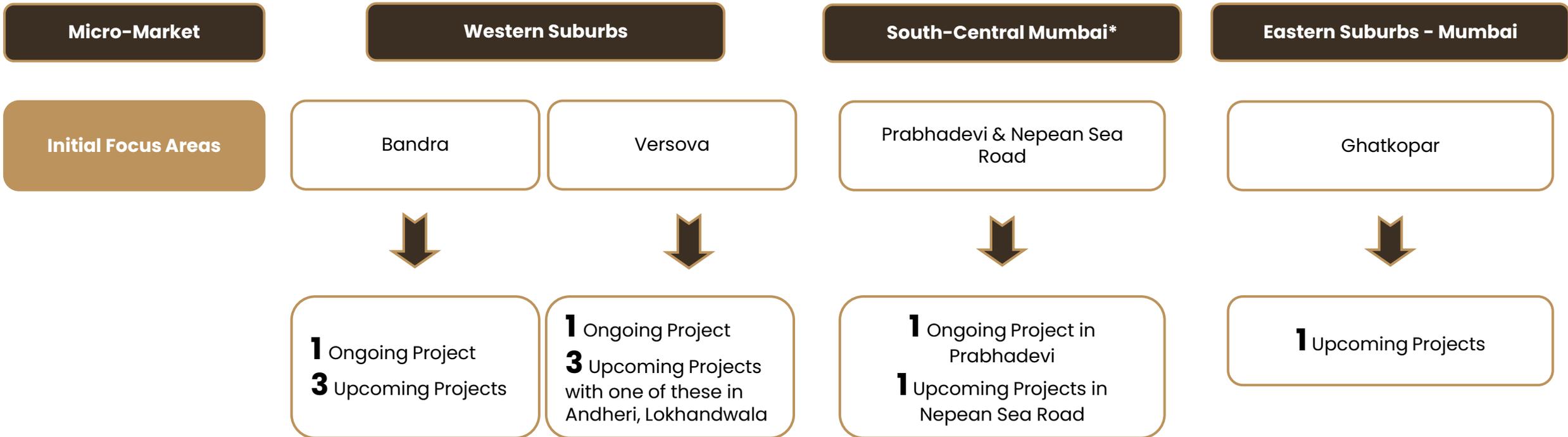
Way Forward

- Continued our focus on redevelopment projects
- Leverage our entrenched relationships with housing societies and office unit holders
- Leverage established brand and execution capabilities to actively expand

Business Model	Completed Projects		Ongoing Projects		Upcoming Projects	
	Carpet Area (sq. ft.)	% of Total Carpet Area	Carpet Area (sq. ft.)	% of Total Carpet Area	Carpet Area (sq. ft.)	% of Total Carpet Area
Redevelopment	2,60,788	58.70%	4,14,455	84.32%	22,21,497	64.19%
Joint Development	-	0.00%	77,045	15.68%	11,01,927	31.84%
Greenfield	1,83,433	41.30%	0	0.00%	1,37,450	3.97%
Total	4,44,221	100.00%	4,91,500	100.00%	34,60,874	100.00%

3. Expand into the Other Micro-Markets of Mumbai

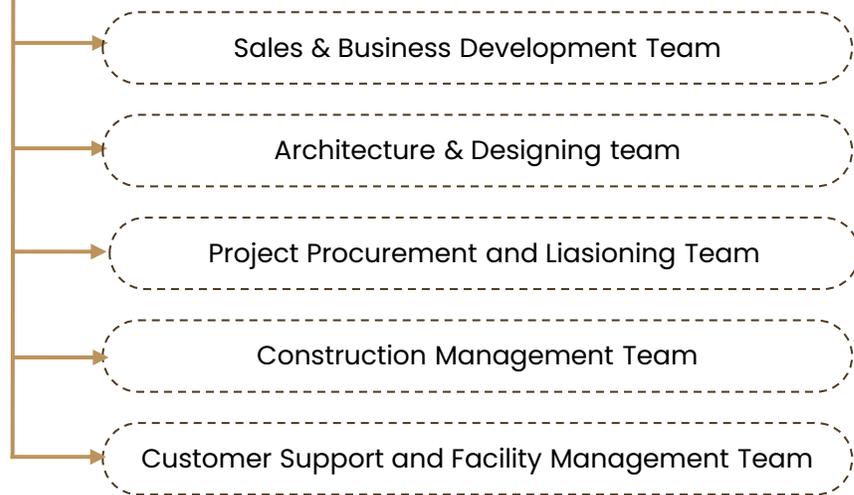
With an established foothold in the luxury and ultra-luxury real estate market of Juhu and Andheri West, strategically expand to other micro-markets in Mumbai



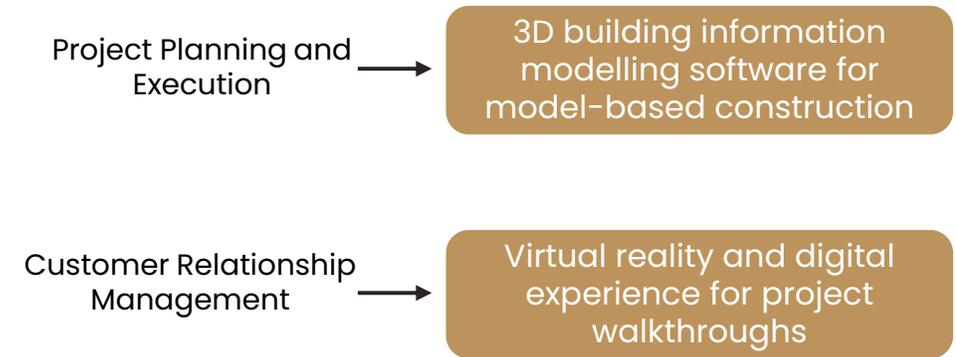
*South Central Mumbai is a premium real estate micro market in MMR, Maharashtra with high capital values¹

4. Brand Equity driven by Capabilities & Timely Execution

Integrated development model with in-house experts



Leverage technology in various aspects of operations



Projects delivered **18-24 months**
Ahead of RERA timeline

Significant **increase in value** from
launch to completion

Project Name	Date of OC	RERA Completion Date	Completed Before Time (no. of months)	Starting Price ² (per sq. ft. on saleable area)	Price at Product Completion ³ (per sq. ft. on saleable area)	Avg. Appreciation
Signature	Jun 12, 2023	Jun 30, 2025	24	14,226	47,244	232.09%
Arc One	Mar 29, 2025	Dec 31, 2026	21	31,942	50,616	58.46%
Ayana	Apr 18, 2024	Dec 31, 2025	19	31,968	58,895	84.23%
Ananya	Dec 15, 2023	Jun 30, 2025	18	40,856	50,504	23.61%

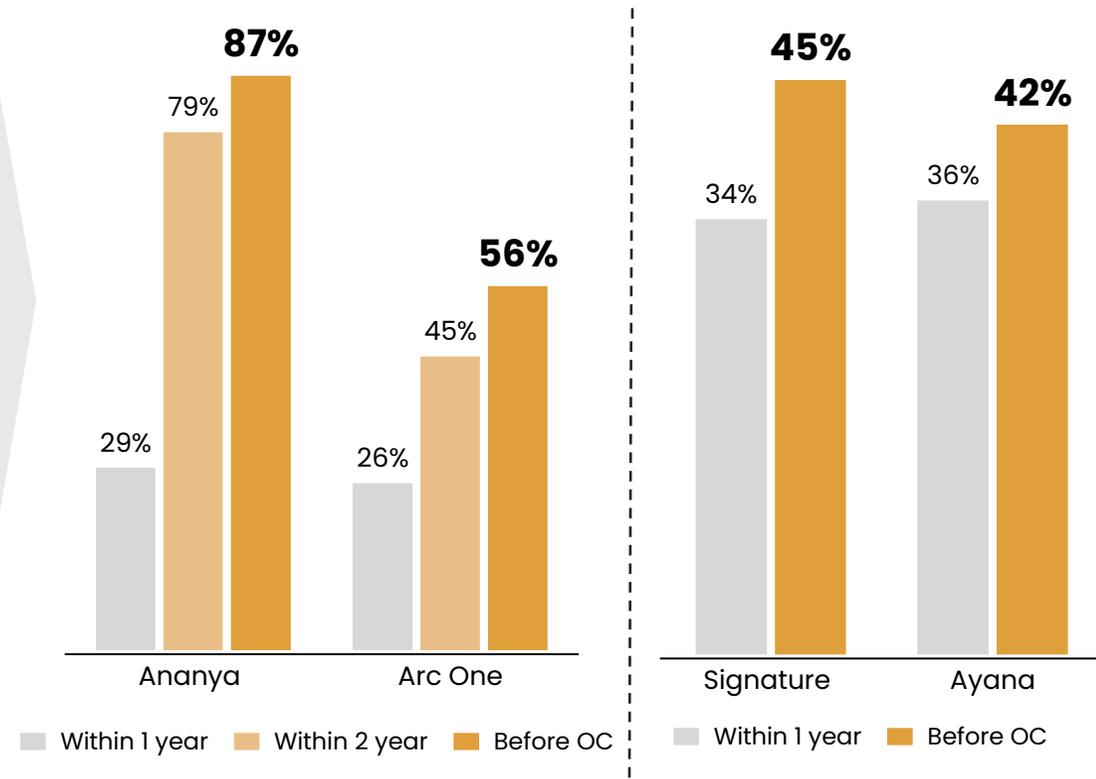
Notes:

1. OC- Occupancy Certificate
2. Price from first sale
3. Price from first sale after receipt of occupancy certificate

... with an ability to Sell Units during the Construction Phase

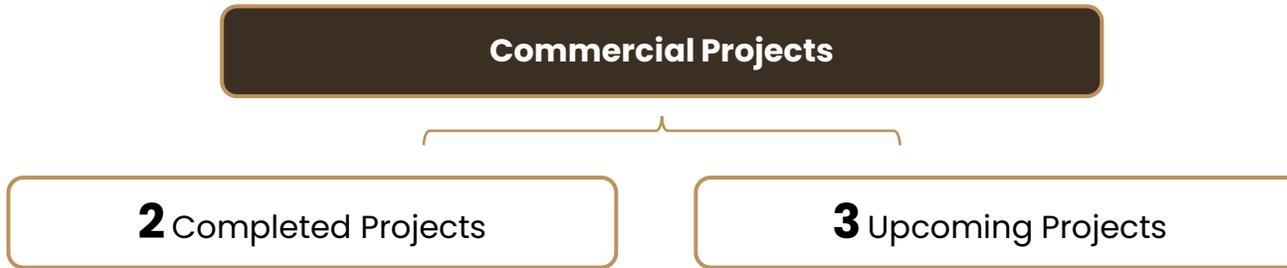


Proven Strength in Pre-sales



5. Selectively Develop Commercial Projects

Selectively develop projects in the commercial segment in Andheri West as well as other regions in the western suburbs of Mumbai

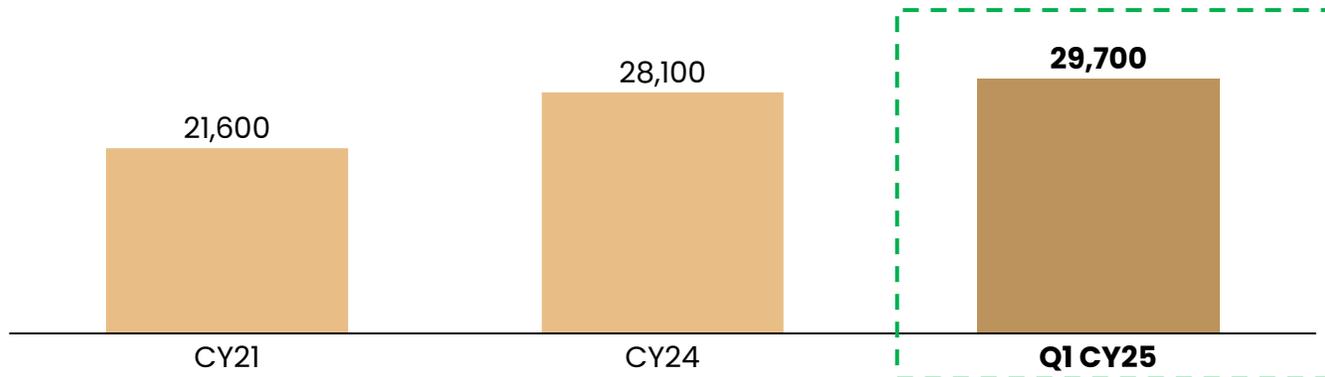


Majority of these commercial projects are located in Andheri West

- ✓ One of Mumbai's key business districts with 4.32 million sq. ft. of office space
- ✓ Prime location for businesses due to connectivity advantages

Sale Prices in Andheri West (in INR)²

(per sq. ft. per month)



Lotus Signature, a commercial development in Andheri West, achieved a sale price of **INR 47,244 per sq. ft.** at completion¹, significantly higher than the industry average of **INR 29,700 per sq. ft.**

The most recent sale in Q2FY26 was recorded at **~INR 74,000 per sq. ft.**, highlighting the project's strong value appreciation.

1. Price from first sale after receipt of occupancy certificate
 2. Source: Anarock Report

Seasoned Board of Directors...



Anand Kamalnayan Pandit
(Chairman & Managing Director)

- 24+ years of experience in the real estate sector
- Holds Bachelor of Engineering in Electronics and Communication from University of Gujarat, Diploma in Marketing Management from Management Application Center and has also completed Executive Real Estate Management Program from Harvard Business School
- Previously served as Director at Bank of Maharashtra, Housing & Urban Development Corporation Limited and Syndicate Bank



Roopa Anand Pandit
(Non-Executive & Non-Independent Director)

- 9+ years of experience in the real estate sector
- Holds Bachelor's and Master's in Arts from University of Gujarat



Ashika Anand Pandit
(Wholetime Director)

- 9+ years of experience in the real estate sector
- Holds Bachelor's in Business Administration from Narsee Monjee Institute of Management Studies
- Also holds Master's of Science in Economics and International Financial Economics from University of Warwick



Madhukant Sanghvi
(Independent Director)

- Fellow member of The Institute of Chartered Accountants of India. Also completed the Associate Examination by the Indian Institute of Bankers
- Holds Bachelor's in Commerce and Law each from University of Gujarat
- Previously served as an Executive Director at Bank of Maharashtra, Chairman & Managing Director at Syndicate Bank and was also associated with Dena Bank



Ved Prakash Bharadwaj
(Independent Director)

- Holds Bachelor's in Science, Master's in Science and Master's in Philosophy each from University of Delhi
- Previously served as Joint Secretary in the Department of Financial Services; Secretary, BIFR, Ministry of Finance; and as Government Director on the board of Bank of Maharashtra and United India Insurance Company Limited



Priti Desai
(Independent Director)

- 26+ years of experience in project management and infrastructure development sectors
- Holds Bachelor's in Civil Engineering from Maharaja Sayajirao University, Vadodara
- Also holds Diploma in Local Self-governance from the Institute of Local Self-Government, Bombay
- Previously served as Assistant City Engineer, Ahmedabad Municipal Corporation

... with an experienced Management Team



Sanjay Kumar Jain
(Chief Executive Officer)

- 28+ years of experience in the finance and accounts sector
- 14+ years of experience in the real estate industry
- Fellow member of The Institute of Chartered Accountants of India



Kamal Dalia
(President- Construction and Execution)

- 15+ years of experience in the real estate sector



Nirav Chandan
(President- Engineering)

- 12+ years of experience in the real estate sector



Pallavi Vishwasrao
(Vice President- Legal)

- 19+ years of experience in the legal sector



Rakesh Gupta
(Chief Financial Officer)

- 18+ years of experience in the finance sector
- Qualified Chartered Accountant and holds Bachelor's in Commerce from University of Rajasthan
- Awarded as one of the Top 10 Finance Heads – 2024 by CEO Insights magazine



Paarth Chheda
(President- Business Development)

- 9+ years of experience in the real estate sector



Dharmesh Chevli
(Chief Architect)

- 23+ years of experience in the architecture and design sector



Nimit Shah
(Vice President- Business Development)

- 12+ years of experience in sales and business development



Ankit Kumar Tater
(Company Secretary and Compliance Officer)

- 6+ years of experience in the secretarial sector
- Member of the Institute of Companies Secretaries of India
- Holds Bachelor's in Business Management from Mohanlal Sukhadia University, Udaipur



Yogesh Shah
(President- Liasoning)

- 15+ years of experience in the real estate sector



Paras Desai
(Vice President- Facility Management)

- 30+ years of experience in facility management



PROJECT UPDATE

Summary of Ongoing Projects (Residential)

Estimated GDV for the ongoing projects is ~2,700–2,800 Crs.

Project Name	Location	Estimated carpet Area (sq. ft.)	Estimated Saleable RERA Carpet Area (sq. ft.)	% stake in the project	9M FY26 Presales	% of Inventory sold	Expected Completion
Lotus Amara	Juhu	49,707	49,707	20% ²	INR 55 Crs.	-	FY27
Lotus Athena	Juhu	27,338	23,384	9.31% ³	-	-	FY27
The Arcadian	Juhu	1,74,516	1,33,446	100%	INR 233 Crs.	34%	FY27
Amalfi	Versova	64,579	46,718	100%	INR 144 Crs.	45%	FY28
Varun	Bandra West	51,608	31,685	100% ¹	INR 52 Crs.	19%	FY28
Lotus Aquaria	Prabhadevi	1,23,752	77,642	100%	-	-	FY30
Total		4,91,500	3,62,583		INR 484 Crs.		

Redevelopment Projects – 4 (The Arcadian, Amalfi, Varun & Lotus Aquaria)

Joint Development Projects – 2 (Lotus Amara, Lotus Athena)

*Launched **Project Varun (Bandra)** in second half of November 2025, with strong initial traction – bookings of **INR 52 Crs.** Construction is progressing well and expect to launch **2 new projects in Q4 FY26 – Lotus Aquaria (Prabhadevi) and Lotus Celestia (Versova).***

1. 100% stake in the project with 75% stake in the subsidiary

2. 20% Revenue Sharing

3. 9.31 Revenue Sharing

Arcadian (Juhu)



Representative Image

Lotus Amara (Juhu)



Representative Image

Lotus Athena (Juhu)



Representative Image

Amalfi (Versova – Andheri)



Representative Image

Varun (Carter Road – Bandra)



Representative Image

Lotus Aquaria (Prabhadevi)



Representative Image

Summary of Upcoming Projects (Residential)

Estimated GDV for the upcoming projects is ~8,000–8,400 Crs.

Project Name	Location	Estimated Carpet Area (sq. ft.)	Estimated Saleable RERA Carpet Area (sq. ft.)	% Stake in the project	Expected Commencement	Expected Completion
Lotus Celestia	Versova	2,66,471	1,77,471	100%	Q4 FY26	FY 29
Lotus Monarch	Juhu	2,40,397	1,85,397	100%	Q2 FY27	FY 30
Lotus Portofino	Versova	1,14,760	72,842	100%	Q2 FY27	FY 30
Lotus Avalon	Juhu	49,994	26,437	100%	Q2 FY27	FY 29
Lotus Aurelia	Neapen Sea Road	61,564	61,564	70%*	Q3 FY27	FY 30
Lotus Solana	Ghatkopar	1,83,562	1,29,199	100%	Q3 FY27	FY 30
Lotus Imperial	Bandra West	2,46,926	1,29,345	100%	Q4 FY27	FY 30
Lotus Odyssey	Bandra West	1,41,835	1,04,422	100%	Q1 FY27	FY 30
Lotus Upper Crest	Bandra West	65,625	38,375	100%	Q4 FY27	FY 31
Lotus Residency	Lokhandwala, Andheri	1,15,112	97,112	100%	Q2 FY28	FY31
Total		15,26,247	10,22,165			

Redevelopment Projects – 9 (Lotus Celestial, Lotus Monarch, Lotus Portofino, Lotus Avalon, Lotus Imperial, Lotus Solana, Lotus Odyssey, Lotus Upper Crest & Lotus Residency)

Joint Development Projects – 1 (Lotus Aurelia)

* 70% profit share and the company holds 79.99% stake in the subsidiary

■ New projects added during the year

Summary of Upcoming Projects (Commercial)

Estimated GDV for the upcoming projects is ~5,200–5,700 Crs.

Project Name	Location	Estimated Carpet Area (sq. ft.)	Estimated Saleable RERA Carpet Area (sq. ft.)	% stake in the project	Expected Commencement	Expected Completion
Lotus Trident	Andheri West	1,37,450	1,37,450	100%	Q1 FY27	FY30
Lotus Sky Plaza	Oshiwara	5,21,786	4,06,270	100%	Q2 FY27	FY30
Lotus Nexus¹	Juhu	2,35,028	2,21,623	100%	Q3 FY27	FY30
Gift City Area (Mixed Use)	Gift City Area	10,40,363	10,40,363	100% ²	Q1 FY28	FY31
Total		19,34,627	17,96,706			

Redevelopment Projects – 2 (Lotus Nexus & Lotus Sky Plaza)

Joint Development Projects – 1 (Gift City Area Project)

Greenfield Projects – 1 (Lotus Trident)

1. 53.7% stake in the subsidiary. 2. 50% revenue share with JDA Partner

 New projects added during the year

Project Timelines

Project Name	Location	Project Type	FY24	FY25	FY26	FY27	FY28	FY29	FY30	FY31
Lotus Amara	Juhu	Residential								
Lotus Athena	Juhu	Residential								
The Arcadian	Juhu	Residential								
Amalfi	Versova	Residential								
Varun	Bandra West	Residential								
Lotus Aquaria	Prabhadevi	Residential								
Lotus Celestia	Versova	Residential								
Lotus Monarch	Juhu	Residential								
Lotus Portofino	Versova	Residential								
Lotus Avalon	Juhu	Residential								
Lotus Aurelia	Neapen Sea Road	Residential								
Lotus Solana	Ghatkopar	Residential								
Lotus Imperial	Bandra West	Residential								
Lotus Odyssey	Bandra West	Residential								
Lotus Upper Crest	Bandra West	Residential								
Lotus Residency	Lokhandwala, Andheri	Residential								
Lotus Trident	Andheri West	Commercial								
Lotus Sky Plaza	Oshiwara	Commercial								
Lotus Nexus	Juhu	Commercial								
Gift City Area	Gift City Area	Mixed Use								



COMPLETED PROJECTS

Completed Residential Projects

Redevelopment



ANANYA (Juhu)

79,467 Sq. Ft.

Carpet Area

56,076 Sq. Ft.

Saleable Area

95% Sold

Sold Inventory

~INR **46,000** per Sq. Ft.

Avg. Selling Price

INR **262** Crs.

GDV

INR **244** Crs.

Collection

Redevelopment



AYANA (Juhu)

70,268 Sq. Ft.

Carpet Area

50,455 Sq. Ft.

Saleable Area

70% Sold

Sold Inventory

~INR **50,600** per Sq. Ft.

Avg. Selling Price

INR **257** Crs.

GDV

INR **164** Crs.

Collection

Completed Commercial Projects

Greenfield



SIGNATURE (Andheri West)

1,83,433 Sq. Ft.

Carpet Area

1,83,433 Sq. Ft.

Saleable Area

99% Sold

Sold Inventory

~INR 40,000 per Sq. Ft.

Avg. Selling Price

INR 739 Crs.

GDV

INR 595 Crs.

Collection

Redevelopment



ARC ONE (Andheri West)

1,11,053 Sq. Ft.

Carpet Area

88,442 Sq. Ft.

Saleable Area

72% Sold

Sold Inventory

~INR 39,250 per Sq. Ft.

Avg. Selling Price

INR 339 Crs.

GDV

INR 255 Crs.

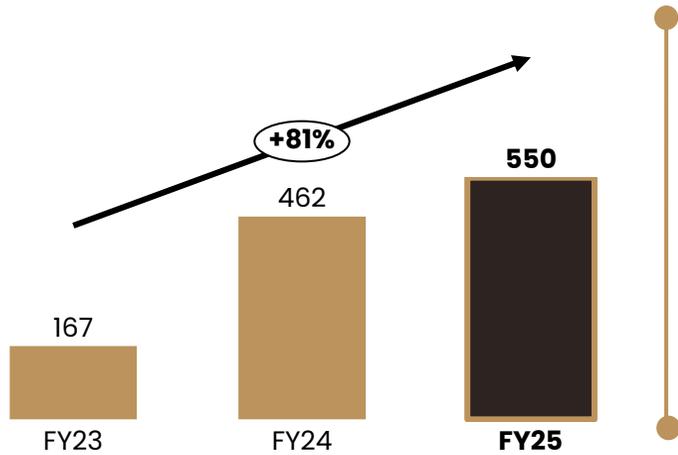
Collection



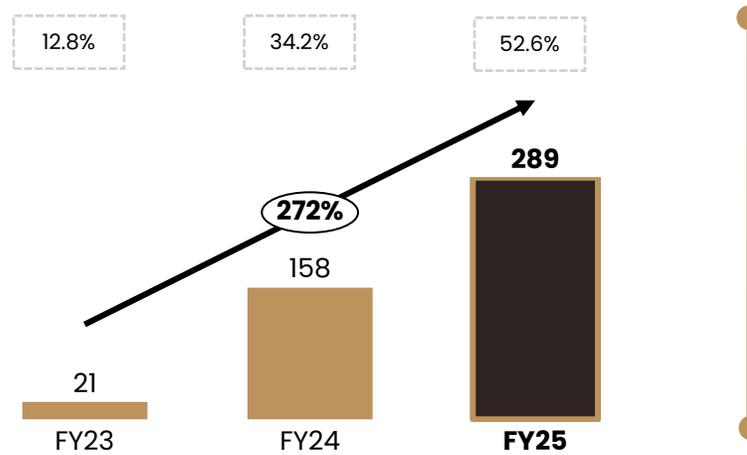
HISTORICAL FINANCIALS

Financial Performance

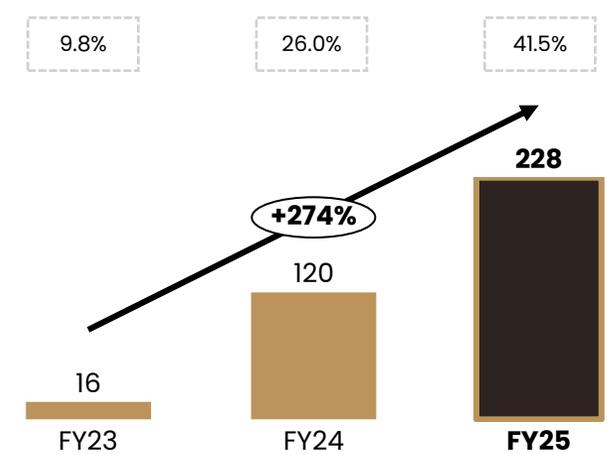
Revenue (INR Cr.)



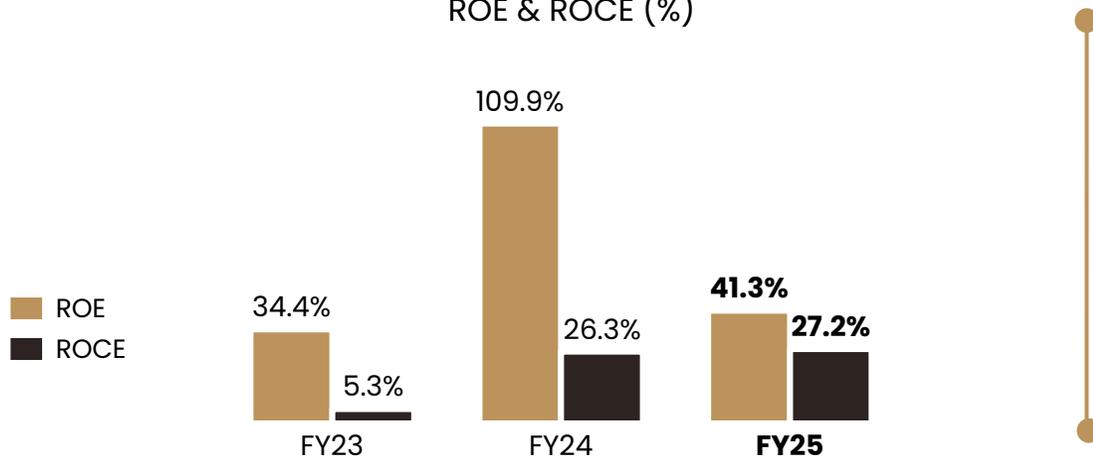
EBITDA (INR Cr.)



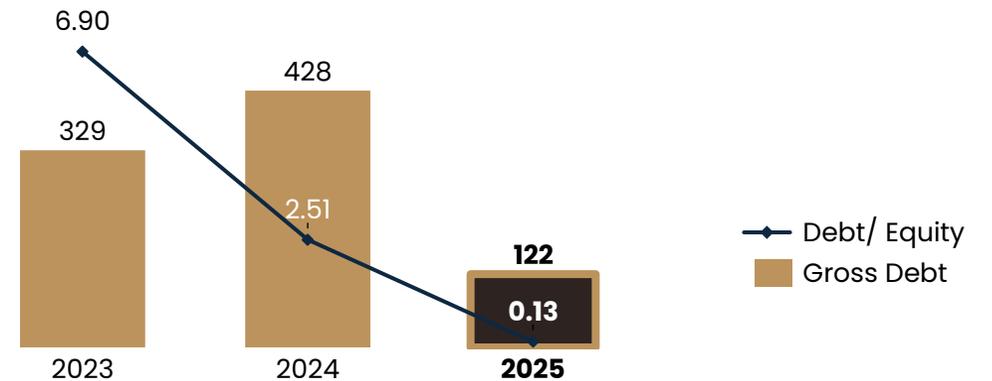
PAT (INR Cr.)



ROE & ROCE (%)



Gross Debt (INR Cr.) & Debt to Equity (x)



Profit & Loss Statement

Particulars (INR Crs.)	FY25	FY24	FY23
Revenue from operations	549.7	461.6	166.9
Cost of construction and development	244.9	318.9	131.0
Changes in inventories	-46.3	-56.8	-5.6
Employee benefit expenses	12.5	0.7	1.0
Other expenses	49.6	40.9	19.0
EBITDA	289.0	157.9	21.4
EBITDA Margin (%)	52.6%	34.2%	12.8%
Other income	19.6	4.6	3.1
Depreciation and amortisation expenses	1.5	1.2	0.9
EBIT	307.0	161.3	23.5
Finance costs	0.2	0.2	0.6
Profit before share of profit of associates and income tax	306.8	161.1	22.9
Tax expense	78.9	42.0	5.8
Share of profit / (loss) from associates	0.0	0.0	-0.3
Profit for the period / year from continuing operations	227.9	119.1	16.8
Profit / (loss) for the period/ year from discontinued operations (net of tax)	0.0	0.7	-0.5
Profit for the period/ year from continuing and discontinued operations	227.9	119.8	16.3

Balance Sheet

<i>Equity and Liabilities (INR Crs.)</i>	Mar-25	Mar-24	Mar-23
Equity share capital	43.6	20.0	20.0
Other equity	888.8	149.6	28.4
Non-controlling interest	1.4	0.9	-0.7
Total equity	933.8	170.5	47.6
Long term borrowings	24.9	31.6	29.8
Non-current lease liabilities	0.7	0.1	0.5
Other non-current financial liabilities	24.0	1.3	1.2
Long term provisions	1.1	0.8	0.5
Deferred tax liabilities	0.0	0.5	2.0
Total non-current liabilities	50.7	34.3	34.0
Short term borrowings	97.3	396.6	299.2
Current lease liabilities	0.9	0.6	0.8
Trade payables	11.8	14.5	7.8
Other current financial liabilities	15.0	11.4	2.3
Other current liabilities	103.4	103.8	94.6
Short term provisions	0.1	0.0	0.0
Current tax liabilities	5.6	5.1	0.0
Total current liabilities	234.0	532.1	404.6
Total liabilities	284.8	566.3	438.6
Total equity and liabilities	1,218.6	736.8	486.2

<i>Assets (INR Crs.)</i>	Mar-25	Mar-24	Mar-23
Property, plant and equipment	3.4	1.8	2.3
Intangible assets under development	0.0	-	-
Investment property	-	-	1.1
Goodwill	1.8	2.7	0.2
Investment in associates	-	-	1.7
Non-current investments	-	-	0.0
Non-current loans	-	0.2	-
Other non-current financial assets	10.6	17.8	4.1
Deferred tax assets	0.6	2.8	6.9
Total non-current assets	16.3	25.2	16.3
Inventories	525.6	479.3	230.7
Trade receivables	204.8	42.6	10.4
Cash and cash equivalents	348.2	101.9	72.3
Other bank balances	32.3	22.4	3.7
Current loans	25.0	29.6	104.8
Other current financial assets	35.0	5.9	10.6
Current tax assets	2.1	4.6	2.5
Other current assets	29.3	25.3	34.8
Total current assets	1,202.3	711.6	469.9
Total assets	1,218.6	736.8	486.2

Cash Flow Statement

Particulars (INR Crs.)	FY25	FY24	FY23
Net Profit Before Tax	306.8	161.8	22.4
Adjustments for: Non -Cash Items / Other Investment or Financial Items	-13.7	-3.0	-1.3
Operating profit before working capital changes	293.2	158.8	21.1
Changes in working capital	-238.6	-76.6	59.9
Cash generated from Operations	54.6	82.3	81.0
Direct taxes paid (net of refund)	74.1	36.1	9.9
Net Cash from Operating Activities	-19.5	46.2	71.1
Net Cash from Investing Activities	15.9	27.7	-14.8
Net Cash from Financing Activities	250.0	-44.3	-11.0
Net Decrease in Cash and Cash equivalents	246.3	29.55	45.3
Add: Cash & Cash equivalents at the beginning of the period	101.9	72.3	27.0
Cash & Cash equivalents at the end of the period	348.2	101.9	72.3



LOTUS
DEVELOPERS

THANK YOU

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