

Date: November 10, 2025

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 half year ended September 30, 2025

This is in continuation to our letter dated November 04, 2025 wherein we had informed regarding an Earnings Call scheduled with Analysts / Investors on Tuesday, November 11, 2025 at 10:30 A.M (IST) to discuss the Un-Audited (Standalone and Consolidated) Financial Results for the quarter and half year ended September 30, 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

November 2025

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Sri Lotus Developers & Realty Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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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



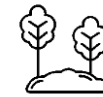
Products are
homogenous,
ensuring **uniformity**
and **no differentiation**
between existing and
new members



Micro markets offer
Highest Sales Velocity in the Real
Estate Industry



NET DEBT FREE
Company
Net Cash Balance¹ of **INR 851 Crs** as on
September 2025



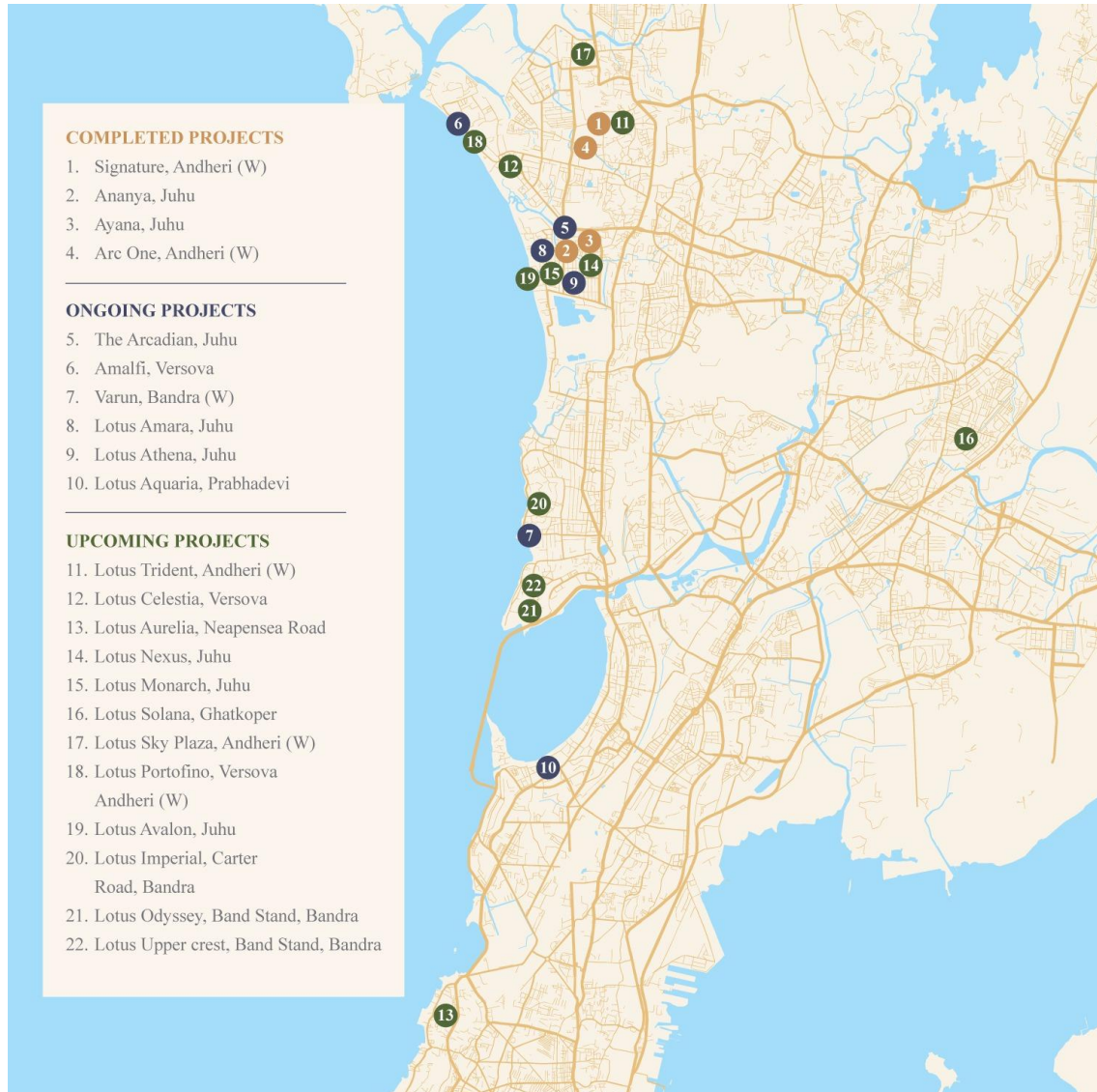
Projects are selected
with the **Blue water & Garden View (B&G) Concept** in mind



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

1. Total Cash of INR 1,014 Crs. including lien fixed deposit of INR 47 Crs. Debt outstanding of INR 162 Crs.
2. Including both ongoing and upcoming projects based on carpet area

Current Project Portfolio across Mumbai



by FY30[^]

Carpet Area*

~2.8mn. Sq. ft.

Saleable Area*

~2.1mn. Sq. ft.

PAT Margin (%)

~ 25%–30%
on a consistent basis

* Excludes sold inventory of completed projects;

* Includes Residential and Commercial Projects

[^] Estimated timeline



LOTUS
DEVELOPERS



Q2 FY26 BUSINESS & FINANCIAL HIGHLIGHTS



Lotus Developers delivered a strong performance in Q2 FY26, driven by robust pre-sales of INR 257 crore growing 126% YoY and healthy collections of INR 106 crore. Revenue for Q2 FY26 stood at INR 176 crore, up 44% YoY, while Profit for the Period was INR 46 crore. The quarter marked two important launches – The Arcadian (Juhu) and Amalfi (Versova) – both of which witnessed exceptional customer response, with bookings of INR 92 crore and INR 38 crore respectively within the first week of launch.

*In H2 FY26, we are on track to launch four new projects – Project Varun (Bandra), Lotus Aquaria (Prabhadevi), Lotus Celestial (Versova) and Lotus Trident (Andheri West). With these launches, we reiterate our annual guidance of **INR 1,100 –1,300 crore in pre-sales, 75 – 85% YoY growth in revenue and 30 – 35% YoY growth in PAT.***

We continue to strengthen our presence across our core micro-markets, while simultaneously expanding in newer precincts such as Bandra and Prabhadevi. The brand acceptance of Lotus Developers is clearly visible in our growing Business Development pipeline. During the current year, we have added six projects – Development Agreements were executed for Lotus Portofino (Versova), Lotus Sky Plaza (Oshiwara) and Lotus Odyssey (Bandra). In addition, Lotus Avalon (Juhu), Lotus Imperial (Bandra) and Lotus Upper Crest (Bandra) have appointed Lotus Developers as their preferred developer. We are in active discussions with multiple societies and expect to conclude more additions in H2 FY26. The combined GDV of our ongoing and upcoming pipeline stands at ~INR 13,000 to 14,000 crore.

With a robust pipeline, a strong balance sheet with a net cash position of INR 851 crore as of September 2025 and sustained demand for premium redevelopment in our key markets – we remain confident of achieving our targets and continuing this growth trajectory in the quarters ahead.

Anand Pandit
Chairman & Managing Director

H1FY26 Business & Financial Highlights

Q2 & H1 FY26

Pre – Sales

INR **319** Crs.
(INR 257 Crs. in Q2FY26)

Collections

INR **175** Crs.
(INR 106 Crs. in Q2FY26)

Revenue

INR **237** Crs.
(INR 176 Crs. in Q2FY26)

EBITDA

INR **80** Crs.
(INR 50 Crs. in Q2FY26)

EBITDA Margin

33.6%
(INR 28.6% Crs. in Q2FY26)

Profit After Tax

INR **72** Crs.
(INR 46 Crs. in Q2FY26)

- ❖ Launched **The Arcadian (Juhu)** and **Amalfi (Versova)** in September 2025, with strong initial traction – bookings of **INR 92 Crs.** in Arcadian and **INR 38 Crs.** in Amalfi.
 - ❖ Combined saleable carpet area across both projects stands at **~1.8 lakh sq. ft.**, with an estimated GDV of **~INR 1,000 Crs.**
- ❖ Construction is progressing well and remains on track for **Project Varun (Bandra)** for launch in **Q3 FY26**.
 - ❖ Remain confident of completing large part of the sales of completed projects – **i.e. Ayana & Arc One** in this financial year.
- ❖ Expect to launch 4 new projects in the second half of FY26 – **Project Varun (Bandra)**, **Lotus Aquaria (Prabhadevi)**, **Lotus Celestial (Versova)** and **Lotus Trident (Andheri West)**
- ❖ In H1FY26, the Company has **added six new projects**. Development Agreements were executed for three projects i.e. **Lotus Portifino (Versova)**, **Lotus Sky Plaza (Oshiwara)** and **Lotus Odyssey (Bandra)** while societies at **Lotus Avalon (Juhu)**, **Lotus Imperial (Bandra)** and **Lotus Upper Crest (Bandra)** have appointed Lotus as their preferred developer.

GUIDANCE (FY26)

Pre – Sales

~ INR **1,100 – 1,300**
Crs.

Revenue Growth

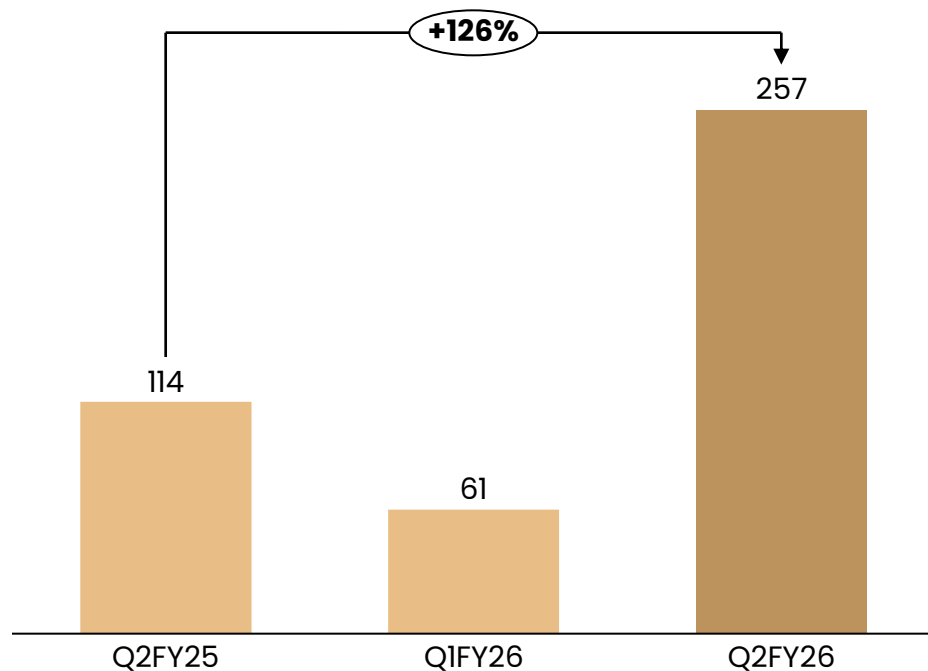
~75–85% YoY

Profit After Tax Growth

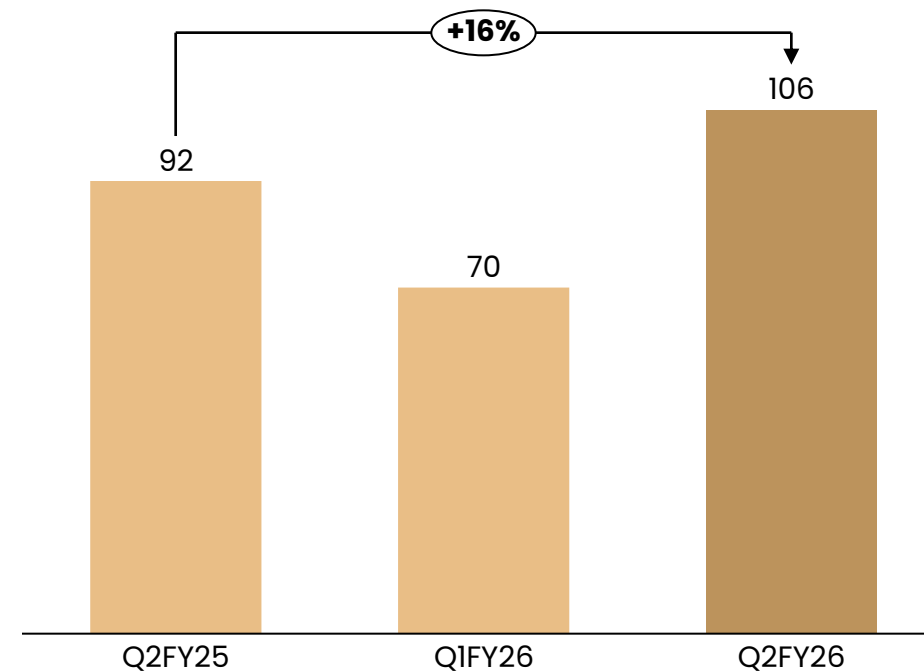
~30–35% YoY

Strong Q2 Launch Traction – Presales up 126% YoY

Pre-Sales (INR Crs.)



Collections (INR Crs.)



*Launched **The Arcadian (Juhu)** and **Amalfi (Versova)** in September 2025, with strong initial traction – bookings of **INR 92 Crs.** in Arcadian and **INR 38 Crs.** in Amalfi. Due to large part of launches being skewed to end of the quarter; the conversion of these bookings into collections will largely flow through in the subsequent quarters.*

New Launches in Q2FY26



ARCADIAN (JUHU)

1.3 Lakh Sq. Ft.

Saleable Area

INR 700 Crs.

GDV

5%

Sold Inventory

INR 92 Crs.

Presales



AMALFI (VERSOVA, ANDHERI)

0.5 Lakh Sq. Ft.

Saleable Area

INR 300 Crs.

GDV

6%

Sold Inventory

INR 38 Crs.

Presales

Q2 & H1FY26 Profit & Loss Statement

Particulars (INR Crs.)	Q2 FY26	Q1 FY26	Q2 FY25	H1 FY26	H1 FY25
Revenue from operations	176.1	61.3	122.7	237.4	243.4
Cost of construction and development	315.5	53.4	38.1	369.0	126.5
Changes in inventories	-208.9	-31.5	7.2	-240.5	-24.7
Employee benefit expenses	3.5	3.2	2.4	6.6	4.6
Other expenses	15.6	6.8	9.5	22.4	18.8
EBITDA	50.4	29.5	65.6	79.9	118.4
EBITDA Margin (%)	28.6%	48.0%	53.5%	33.6%	48.6%
Other income	12.7	6.8	2.3	19.5	4.1
Depreciation and amortisation expenses	0.4	0.4	0.4	0.8	0.7
EBIT	62.7	35.8	67.6	98.5	121.7
Finance costs	0.5	0.5	0.0	1.0	0.0
Profit before tax	62.2	35.3	67.5	97.6	121.7
Tax expense	15.9	9.5	17.1	25.4	31.1
Profit for the period	46.4	25.8	50.5	72.2	90.6
Profit After Tax Margin (%)	26.3%	42.1%	41.1%	30.4%	37.2%

Consolidated Balance Sheet

<i>Equity and Liabilities (INR Crs.)</i>	<i>Sep-25</i>	<i>Mar-25</i>
Equity share capital	48.9	43.6
Other equity	1,698.7	888.9
Non-controlling interest	1.8	1.4
Total equity	1,749.3	933.8
Long term borrowings	25.8	24.9
Non-current lease liabilities	0.7	0.7
Other non-current financial liabilities	24.0	24.0
Long term provisions	1.5	1.2
Deferred tax liabilities	0.1	0.0
Total non-current liabilities	52.2	50.7
Short term borrowings	112.3	97.3
Current lease liabilities	0.5	0.9
Trade payables	54.9	11.8
Other current financial liabilities	14.7	15.0
Other current liabilities	151.3	103.4
Short term provisions	0.1	0.1
Current tax liabilities	9.5	5.6
Total current liabilities	343.2	234.0
Total liabilities	395.4	284.8
Total equity and liabilities	2,144.7	1,218.6

<i>Assets (INR Crs.)</i>	<i>Sep-25</i>	<i>Mar-25</i>
Property, plant and equipment	2.7	3.4
Intangible assets under development	0.1	0.0
Investment property	0.0	0.0
Goodwill	1.8	1.8
Other non-current financial assets	10.7	10.6
Deferred tax assets	0.7	0.6
Total non-current assets	16.0	16.3
Inventories	766.1	525.6
Trade receivables	237.3	204.8
Cash and cash equivalents	966.5	348.2
Other bank balances	47.0	32.3
Current loans	14.8	25.0
Other current financial assets	56.2	35.0
Current tax assets	10.6	2.1
Other current assets	30.1	29.3
Total current assets	2,128.7	1,202.3
Total assets	2,144.7	1,218.6

Consolidated Cashflow Statement

Particulars (INR Crs.)	HIFY26	HIFY25
Net Profit Before Tax	97.56	121.70
Adjustments for: Non -Cash Items / Other Investment or Financial Items	-15.13	-3.83
Operating profit before working capital changes	82.43	117.87
Changes in working capital	-197.97	-99.47
Cash generated from Operations	-115.5	18.40
Direct taxes paid (net of refund)	-30.01	-20.30
Net Cash from Operating Activities	-145.6	-1.90
Net Cash from Investing Activities	6.13	-0.36
Net Cash from Financing Activities	757.75	172.11
Net Decrease in Cash and Cash equivalents	618.33	169.85
Add: Cash & Cash equivalents at the beginning of the period	348.18	101.86
Cash & Cash equivalents at the end of the period	966.51	271.71

Raised Capital through IPO

Fresh Issue of INR 792 Crs.

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 30 th Sep'25
Project Amalfi	INR 140.0 Crs.	INR 107.0 Crs.	INR 33.0 Crs.	INR 15.2 Crs.
Project Arcadian	INR 247.0 Crs.	INR 274.0 Crs.	-	INR 98.5 Crs.
Project Varun	INR 136.0 Crs.	INR 106.0 Crs.	INR 30.0 Crs.	INR 23.3 Crs.
Total	INR 550.0 Crs.	INR 487.0 Crs.	INR 63.0 Crs.	INR 136.9 Crs.

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



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

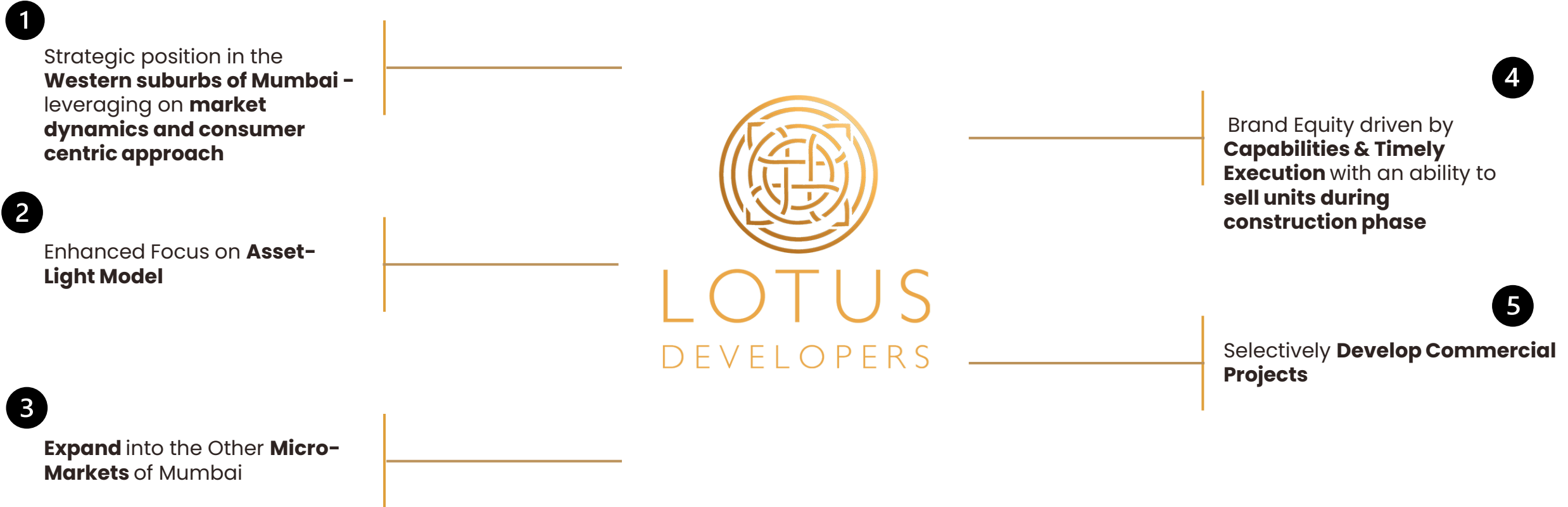


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KEY GROWTH STRATEGIES

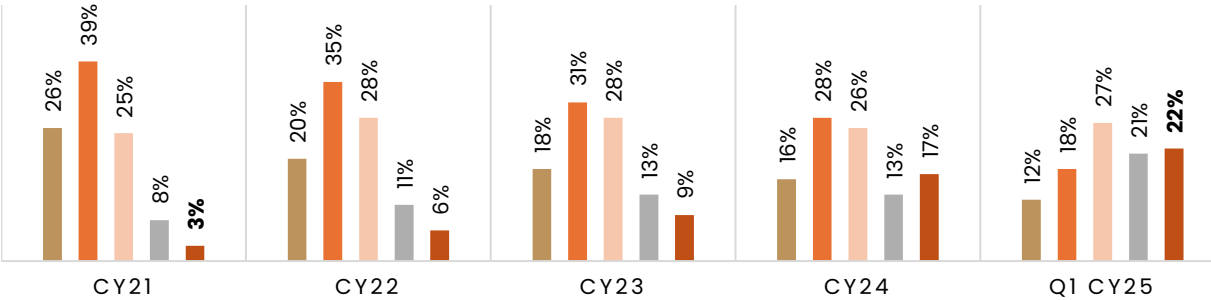
Key Growth Strategies



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

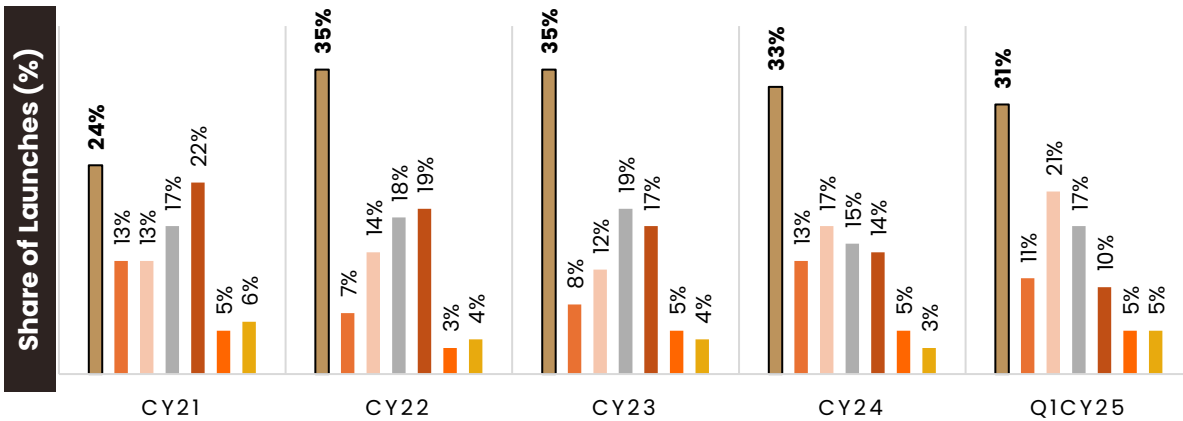


Strategic Positioning in Ultra Luxury and Luxury segment in the western Suburbs of Mumbai...

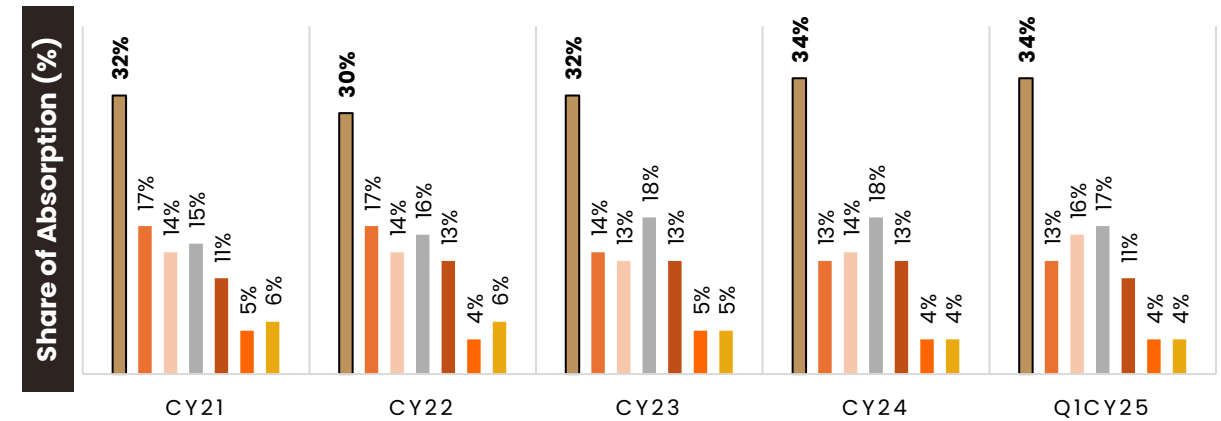


With MMR Leading in Launches (31-35%) and Absorption (32-34%)¹

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**

**Project
Signature**

Amenities such as private theatre, banquet and private lounge



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

**Project
Arc One**

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



**High density and land constraints
in Juhu**

**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

6

Ongoing Projects

12

Upcoming Projects
Of which **10**
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

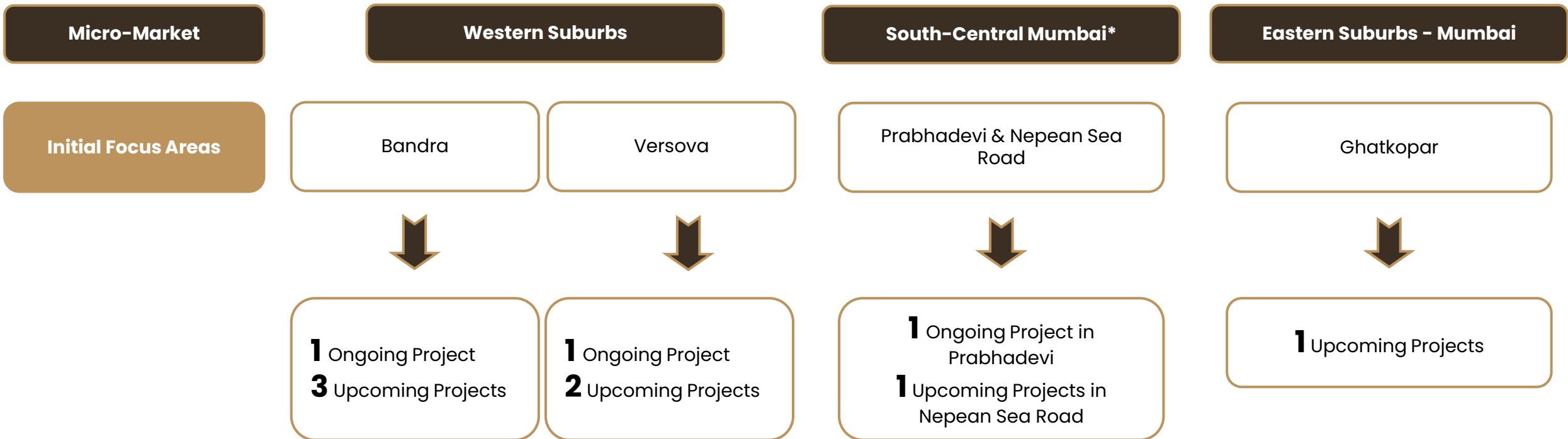
Way Forward

- 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	58.7%	4,14,455	84.3%	20,66,385	91.2%
Joint Development	-	0.0%	77,045	15.7%	61,564	2.7%
Greenfield	1,83,433	41.3%	0	0.0%	1,37,450	6.1%
Total	4,44,221	100.0%	4,91,500	100.0%	22,65,399	100.0%

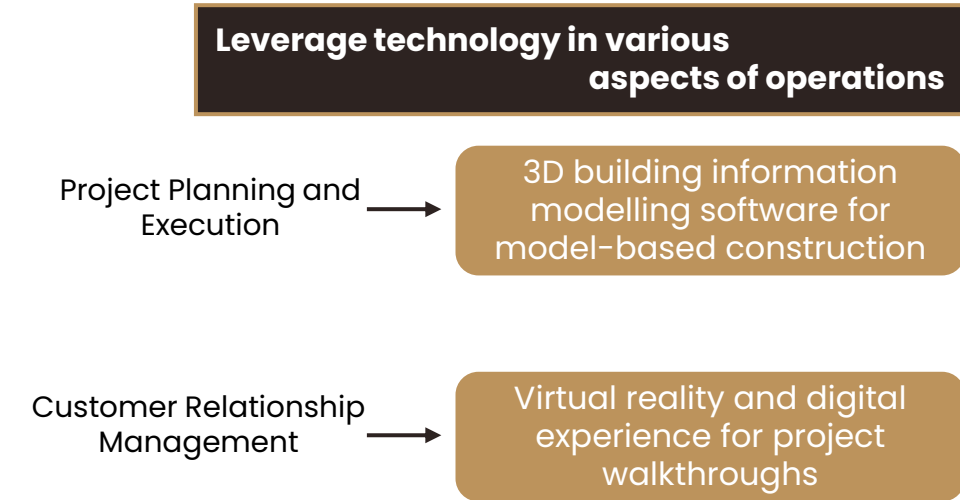
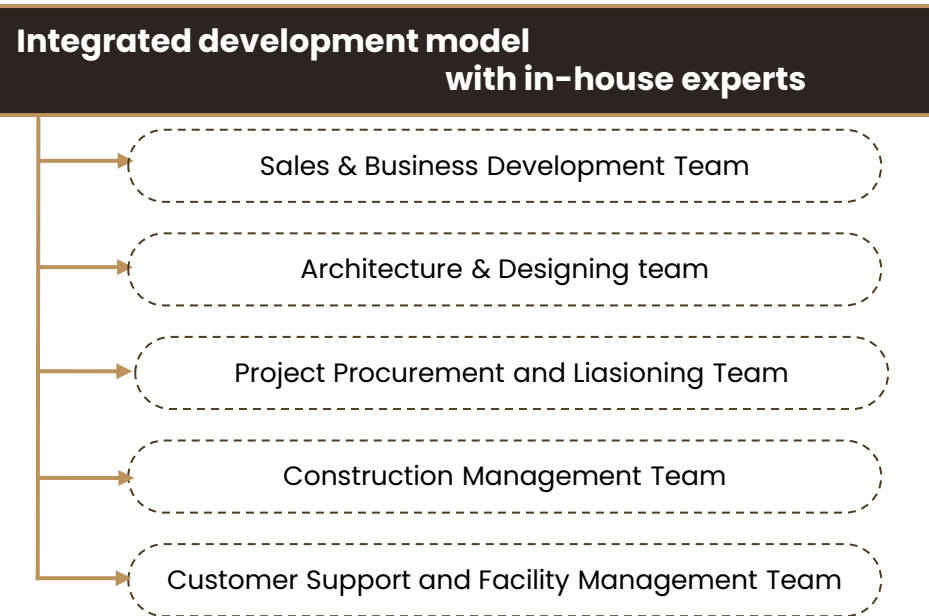
3. Expand into the Other Micro-Markets of Mumbai

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



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

Pre-Sales backed by...

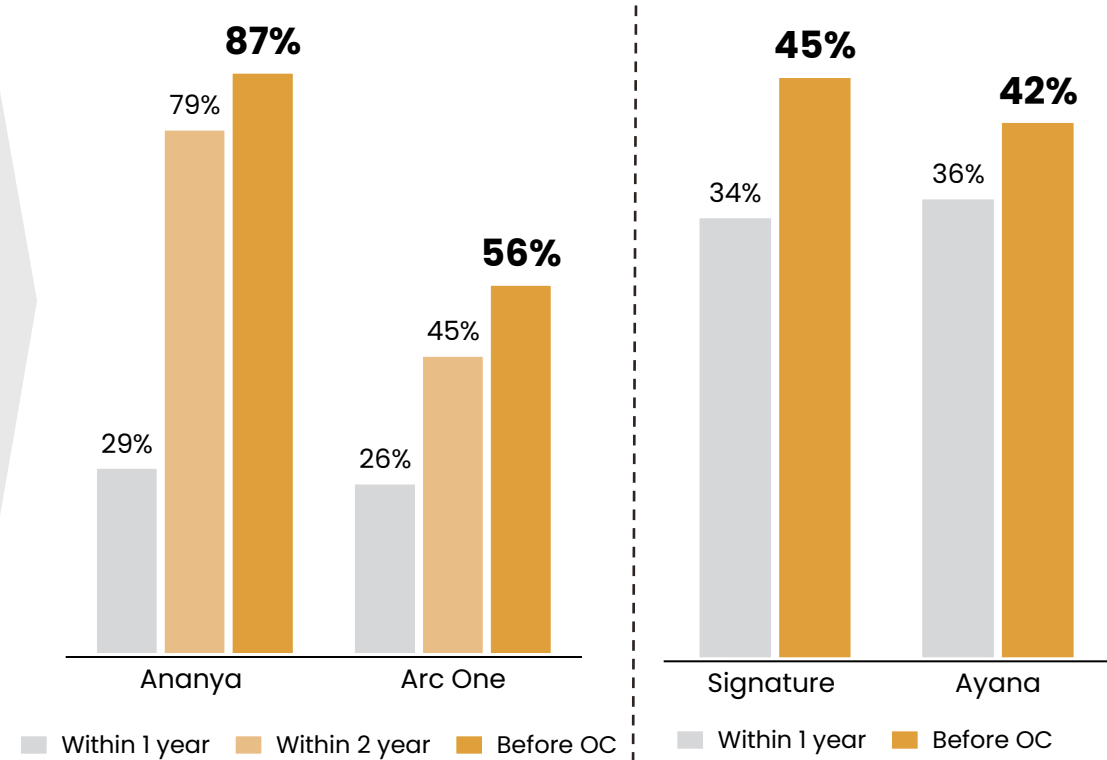
Established Brand

Quality Product Offerings

- ✓ Provide **Cashflow for Operations**
- ✓ Helps maintain **Low Indebtedness**

Higher Return on Investments

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

Commercial Projects

2 Completed Projects

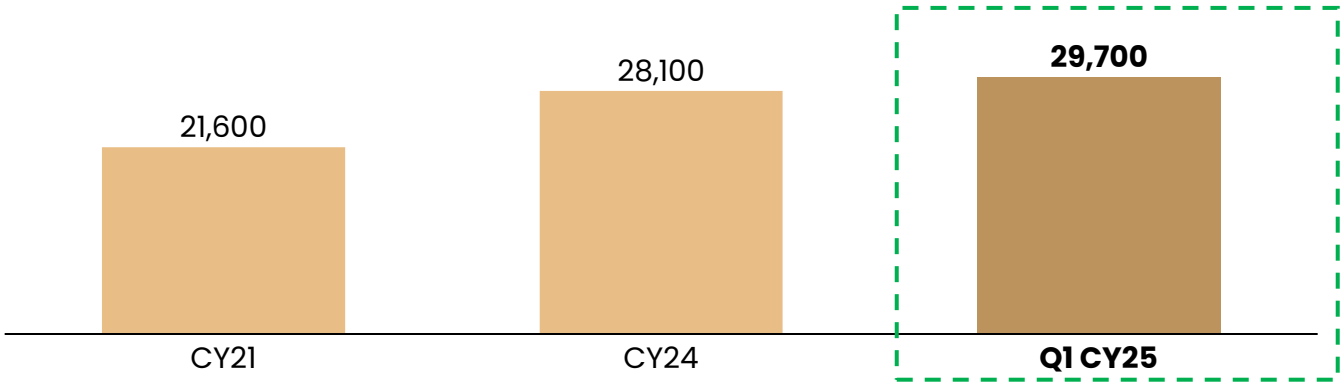
3 Upcoming Projects



- 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



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



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



Kamal Dalia
(President- Construction and Execution)

- 15+ years of experience in the real estate sector



Paarth Chheda
(President- Business Development)

- 9+ years of experience in the real estate sector



Yogesh Shah
(President- Liasoning)

- 15+ years of experience in the real estate sector



Nirav Chandan
(President- Engineering)

- 12+ years of experience in the real estate sector



Dharmesh Chevli
(Chief Architect)

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



Paras Desai
(Vice President- Facility Management)

- 30+ years of experience in facility management



Pallavi Vishwasrao
(Vice President- Legal)

- 19+ years of experience in the legal sector



Nimit Shah
(Vice President- Business Development)

- 12+ years of experience in sales and business development



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	Presales	% of Inventory sold	Expected Completion
Lotus Amara	Juhu	49,707	49,707	20% ²	-	-	FY27
Lotus Athena	Juhu	27,338	23,384	9.31% ³	-	-	FY27
The Arcadian	Juhu	1,74,516	1,33,446	100%	INR 92 Crs.	5%	FY27
Amalfi	Versova	64,579	46,718	100%	INR 38 Crs.	6%	FY28
Varun	Bandra West	51,608	31,685	100% ¹	-	-	FY28
Lotus Aquaria	Prabhadevi	1,23,752	77,642	100%	-	-	FY29
Total		4,91,500	3,62,583		INR 130 Crs.		

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

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

Launched **The Arcadian (Juhu)** and **Amalfi (Versova)** in September 2025, with strong initial traction — bookings of **INR 92 Crs.** in Arcadian and **INR 38 Crs.** in Amalfi. Construction is progressing well and remains on track for **Project Varun (Bandra)** for launch in **Q3 FY26**.

1. 100% stake in the project with 75% stake in the subsidiary
 2. 20% Revenue Sharing
 3. 9.31 Revenue Sharing

Arcadian (Juhu)



Lotus Amara (Juhu)



Lotus Athena (Juhu)



Amalfi (Versova – Andheri)



Varun (Carter Road – Bandra)



Lotus Aquaria (Prabhadevi)



Summary of Upcoming Projects (Residential)

Estimated GDV for the upcoming projects is ~7,300–7,800 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 Celestial	Versova	2,66,471	1,77,471	100%	Q3 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 Odyssey	Bandra West	1,41,835	1,04,422	100%	Q1 FY27	FY 30
Lotus Imperial	Bandra West	2,46,926	1,29,345	100%	Q4 FY27	FY 30
Lotus Upper Crest	Bandra West	65,625	38,375	100%	Q4 FY27	FY 31
Total		13,71,135	9,25,052			

Redevelopment Projects – 8 (Lotus Celestial, Lotus Monarch, Lotus Portofino, Lotus Avalon, Lotus Imperial, Lotus Solana, Lotus Odyssey & Lotus Upper Crest)

Joint Development Projects – 1 (Lotus Aurelia)

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

■ New projects added in H1FY26

Summary of Upcoming Projects (Commercial)

Estimated GDV for the upcoming projects is ~3,000–3,500 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%	Q4 FY26	FY28
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
Total		8,94,264	7,65,343			

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

Greenfield Projects – 1 (Lotus Trident)

1. 53.7% stake in the subsidiary

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 Celestial	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 Odyssey	Bandra West	Residential								
Lotus Imperial	Bandra West	Residential								
Lotus Upper Crest	Bandra West	Residential								
Lotus Trident	Andheri West	Commercial								
Lotus Sky Plaza	Oshiwara	Commercial								
Lotus Nexus	Juhu	Commercial								



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

61% Sold

Sold Inventory

~INR **49,000** per Sq. Ft.

Avg. Selling Price

INR **257** Crs.

GDV

INR **147** 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 568 Crs.

Collection

Redevelopment



ARC ONE (Andheri West)

1,11,053 Sq. Ft.

Carpet Area

88,442 Sq. Ft.

Saleable Area

69% Sold

Sold Inventory

~INR 38,000 per Sq. Ft.

Avg. Selling Price

INR 339 Crs.

GDV

INR 214 Crs.

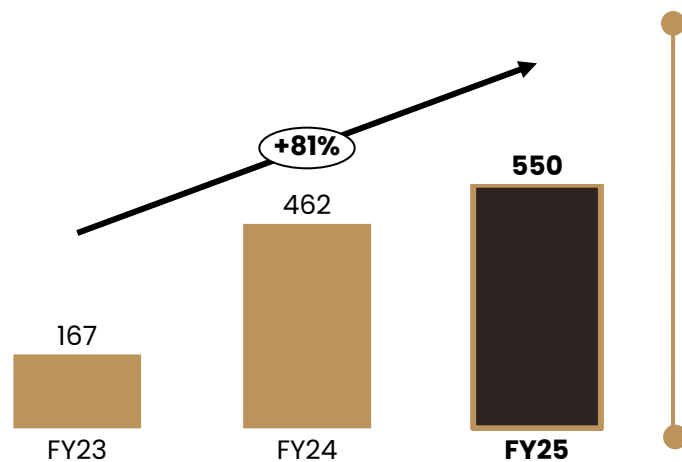
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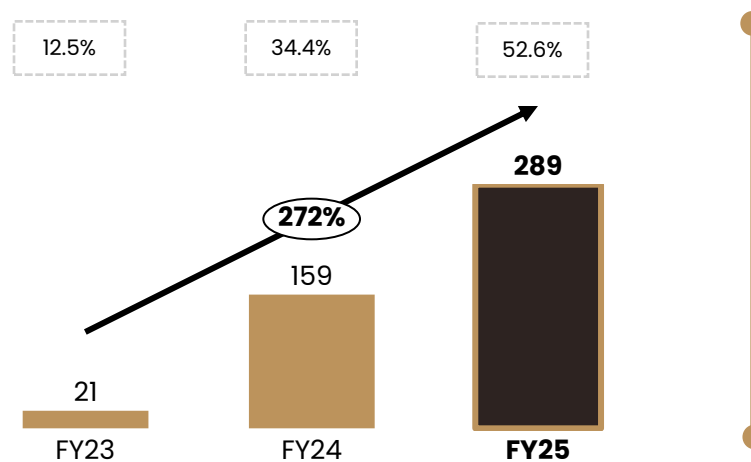
HISTORICAL FINANCIALS

Financial Performance

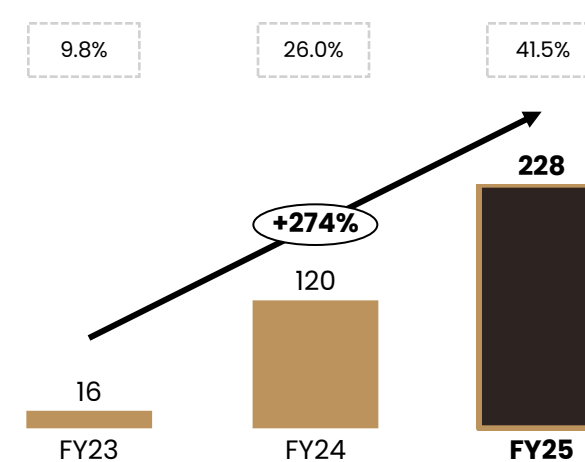
Revenue (INR Cr.)



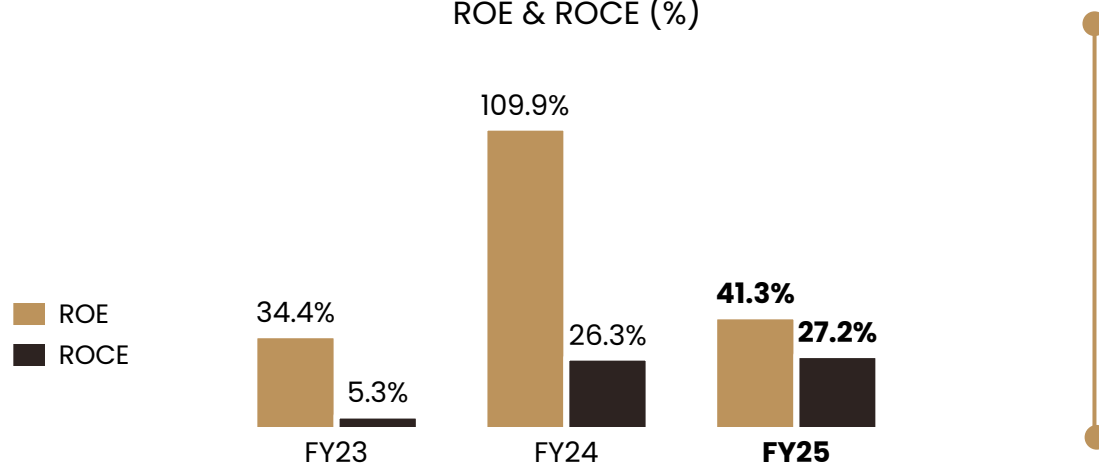
EBITDA (INR Cr.)



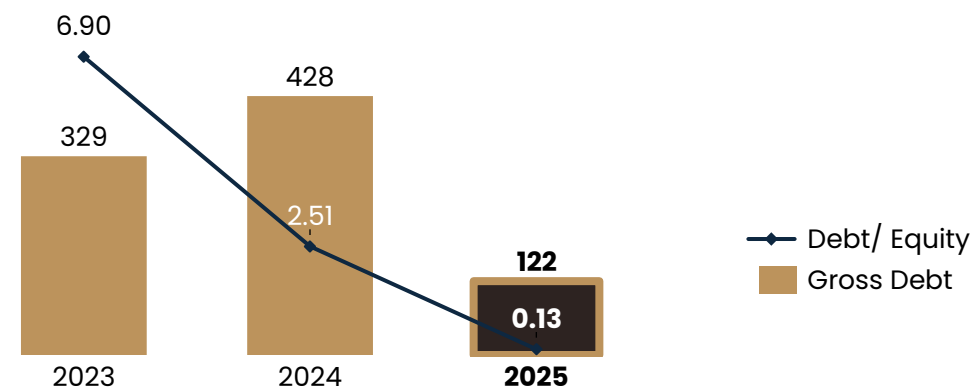
PAT (INR Cr.)



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

Mar-25 & Mar-24 numbers are as per audited financials. Mar-23 is as per re-stated financial statements

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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