

February 02, 2024

To,

<b>BSE Limited</b> Corporate Services, Piroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Listing: <a href="http://listing.bseindia.com">http://listing.bseindia.com</a>	<b>National Stock Exchange of India Limited</b> Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai 400051 Listing: <a href="https://neaps.nseindia.com/NEWLISTINGCORP/">https://neaps.nseindia.com/NEWLISTINGCORP/</a>
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Re:

<b>Security</b>	<b>BSE</b>	<b>NSE</b>	<b>ISIN</b>
Equity Shares	532313	MAHLIFE	INE813A01018

Sub: Intimation under Regulation 30(2) of the Securities & Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“Listing Regulations”)-Investor Presentation

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Dear Sir / Madam,

Pursuant to Regulation 30(2) of Listing Regulations, please find enclosed herewith presentation on the Company’s financial & operational results for the 3<sup>rd</sup> quarter and nine months ended on December 31, 2023.

The same is also uploaded on the website of the Company at <https://www.mahindralifespaces.com/>

Kindly take note of the above

**Yours faithfully,**  
**For Mahindra Lifespace Developers Limited**

**Bijal Parmar**  
**Assistant Company Secretary & Compliance Officer**  
**ACS-32339**

Encl.: a/a



RERA Reg No: P52100045784

Artist's Impression

# Investor Presentation

Q3 & 9M FY2024

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The Company uses carpet areas as per RERA in its customer communication. However, the data in saleable area terms has been referred in this Presentation, to enable continuity of information to investors and shall not be construed to be of any relevance to home buyers / customers. The information given in this Presentation does not purport or tantamount to any disclosure under RERA and should not be construed to be or constitute advertisements, solicitations, marketing, offer for sale, invitation to offer, invitation to acquire including within the purview of RERA.

The operating numbers mentioned in the Presentation are for the Company and its subsidiaries / joint ventures / associates engaged in the real estate business (mainly MLDL, MHPL, MBDL, MHDL, MWCDL, MWCJL, MIPCL & MIPPL).

# MLDL Overview

# THE MAHINDRA GROUP



**1.75 Lac Cr**

GROUP TURNOVER



**260,000+**

EMPLOYEES



**100+**

COUNTRIES



**20+**

INDUSTRIES



India's number 1 SUV manufacturer by revenue market share; strong pipeline of EV products



World's largest tractor company by volume



Amongst India's leading IT service providers



India's leading vehicle financing NBFC, AUM of ~Rs. 1 Lac Cr



Pioneering IC&IC business and residential developments



Number 1 timeshare company outside of the USA



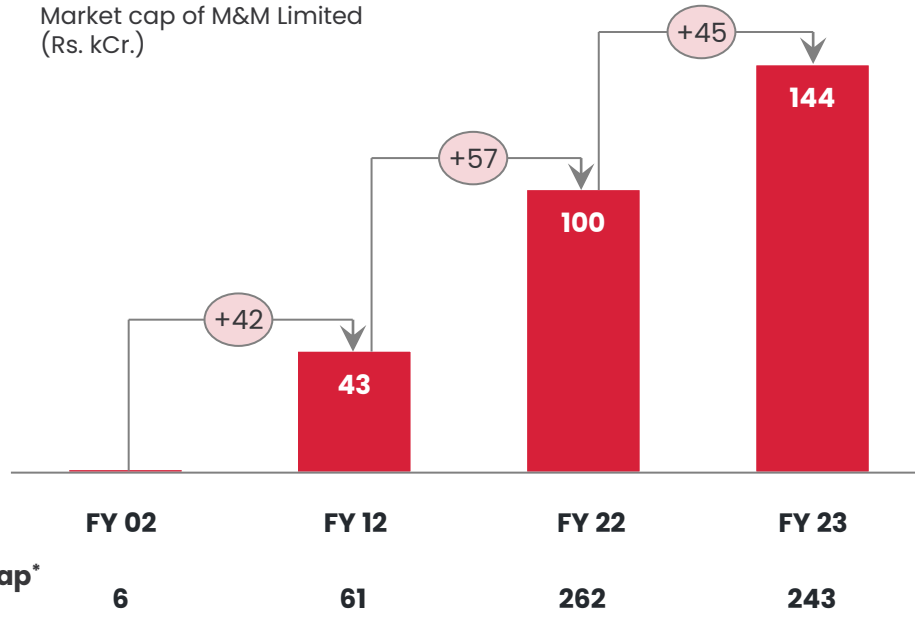
Amongst India's largest 3<sup>rd</sup> party logistics service providers



Multiple other businesses including Renewables, Steel Processing, Technology, Aerospace and Defence, Used Car Marketplace

# Mahindra Group created significant value in the last two decades; MLDL a key priority for the Group

Market cap of M&M Limited  
(Rs. kCr.)



NSE Market Cap\*  
(Rs. Lac Cr.)

6

61

262

243



Mahindra Lifespaces is identified as a **Growth Gem** by Mahindra Group



Mahindra Group **fully committed** to support MLDL's growth aspirations



MLDL planning to scale its business 5X (Rs. 8-10K Cr) over the next 5 years

# MLDL AT A GLANCE

Committed to transforming India's urban landscape through its Residential and IC&IC developments

## Mahindra Lifespaces

**30 year** Legacy

**650+** Employees

**INR 8,400 cr +** Market Cap as  
on 31<sup>st</sup> December'23

**90+** Awards

**100%** Green Portfolio

## Residential

**49**  
Projects Delivered and Ongoing

**35.06 msft**  
Total Development Footprint

**20.58 msft**  
Completed Development

**17500+**  
Satisfied Customers

## IC&IC

**Integrated Cities**  
Presence in Chennai and Jaipur

**Industrial Clusters**  
Origins in Chennai and Ahmedabad

**5000+ acres**  
Development Footprint

**235**  
Clients from 15+ Countries

# ACCOLADES AND SUSTAINABILITY

We have been recognized in many areas i.e., Top Builder, Great Place to Work, Sustainability, etc.

## Accolades

### 15<sup>th</sup> Realty+ Excellence Awards 2023 (West)

- Mahindra Happinest Kalyan
  - Affordable Housing Project of the Year
- Mahindra Happinest Kalyan 2
  - Consumer Connect Initiative of the Year
  - Most Environment-Friendly Residential Space
- Mahindra Happinest Palghar 2
  - Budget Housing Project of the Year
- Mahindra Tathawade
  - Innovative Marketing Concept of the Year

### 15<sup>th</sup> Realty+ Excellence Awards 2023 (South)

- Mahindra Eden
  - Most Environment-Friendly Residential Space
  - Innovative Marketing Concept of the Year

### 15<sup>th</sup> Exceed Occupational Health Safety and Security Award 2023 – by Sustainable Development Foundation

- Platinum Award
  - Mahindra Luminare
- Gold Award
  - Mahindra Nestalgia
  - Mahindra Industrial Park Chennai Limited (MIPCL)

## Sustainability Achievements

### Global Real Estate Sustainability Benchmark (GRESB)

- Public Disclosure – 1<sup>st</sup> in Asia (A rating) – 4<sup>th</sup> consecutive year
- Development Benchmark– 2<sup>nd</sup> in Asia
- Standing Investment –2<sup>nd</sup> in Asia

### IGBC\*\* Green Champion Award in November 2023

- Mahindra Lifespaces – “Organisation leading the Net Zero Building Movement in India”

### IGBC Awards

- Mahindra Province
  - IGBC Net Zero Energy (Design)
  - IGBC Net Zero Waste (Design)
- Mahindra Malgudi
  - IGBC Net Zero Energy (Design)
  - IGBC Net Zero Waste (Design)
- Mahindra Roots
  - IGBC Green Homes 'Gold' rating
- Mahindra Bloomdale
  - IGBC Green Homes 'Gold' rating

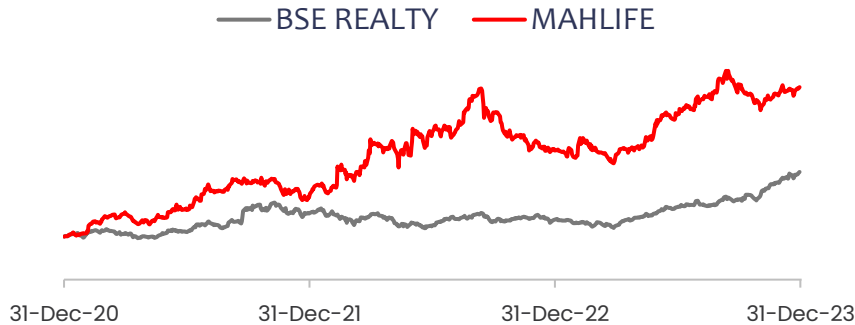
### Zero Waste to Landfill certified City – by Intertek

- Mahindra World City, Chennai (4<sup>th</sup> consecutive year)

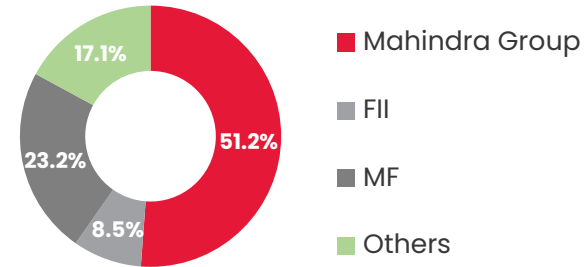


# STOCK PERFORMANCE AND DRIVERS

Stock generated 64% CAGR over the past 3 years



## Shareholding Pattern (%)



### Key Drivers

- Scale-up in business development and pre-sales
- Unique IC&IC business
- Strong operating cash flows
- Strong capabilities across value chain
- Best-in-class talent

### Key Institutional Investors

#### Top FIIs

- Vanguard Group
- Goldman Sachs
- Blackrock
- Dimensional Holdings

#### Top MFs

- Kotak Mahindra AMC
- HSBC Holdings
- ICICI Prudential AMC
- SBI Funds Management
- Nippon Life India AMC

# Growth Strategy

## **Bold ambition**

Drive profitable growth to 8K - 10K Cr sales by 2028  
Leader in customer centricity

### **1 Well-engineered portfolio choices**

Clearly articulate “where to play” choices capturing - Geography, Customer segments, Products, Project size, Deal types

### **2 Robust acquisition engine**

Systematically scale up GDV pipeline and blockbuster launches; Build a strong BD and approvals engine to ensure value lock-in at design / launch stage

### **3 Best-in-class customer centricity**

Provide premium customer experience through industry leading themes, superior designs, supported by sustainability and technology solutions

### **4 Excellence in delivery and cost**

Deliver on timelines (“Indigo of Real Estate”) and target costs to help realize superior IRRs across portfolio; “First-time-right” approach to construction through credible contractors

### **5 IC&IC value maximization and pivot**

Be the preferred destination for establishing industrial footprint under PLI and China+1 themes. Accelerate monetization across industrial parks, offering plotted, plug & play and BTS options built on sustainable best in class infrastructure

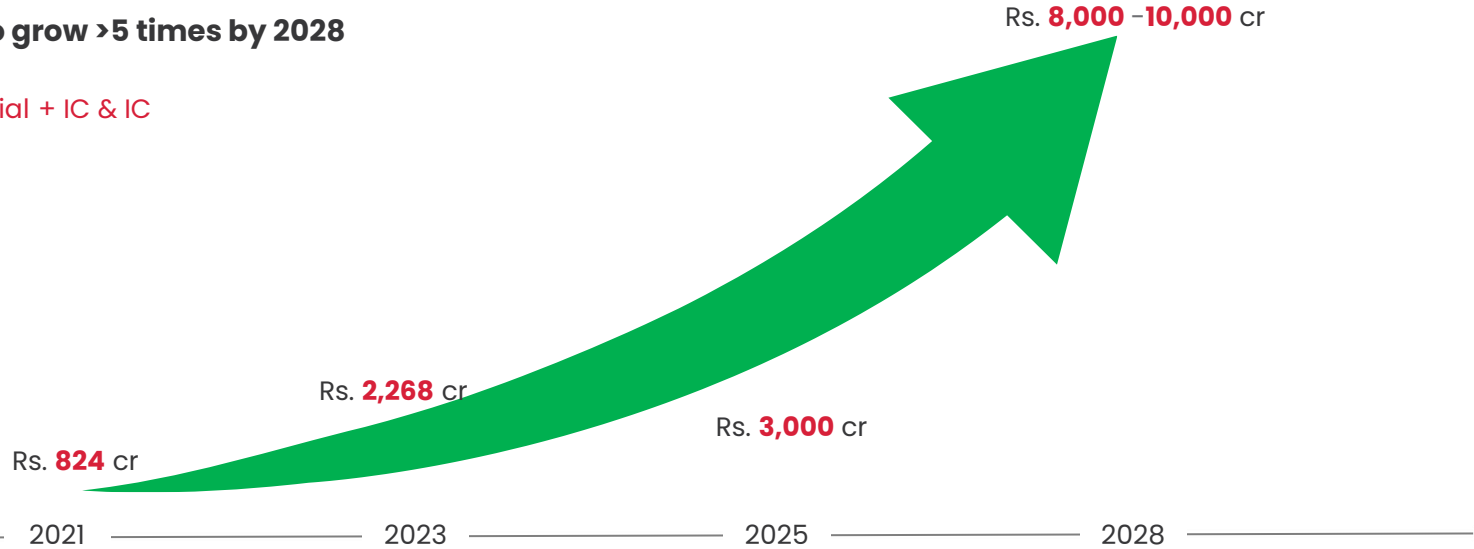
### **6 Future-proof MLife**

Build scalable, agile org model. Establish strategic funding partnerships. Leverage new technologies and practices across the value chain

# GROWTH ROADMAP

Vision to grow >5 times by 2028

Residential + IC & IC



## Residential

Focus Markets to be MMR, Pune & Bengaluru

Projects with GDV upwards of Rs. 500 cr

3-6 land acquisitions per year

Unlock Thane land parcel

## IC & IC

Accelerated leasing

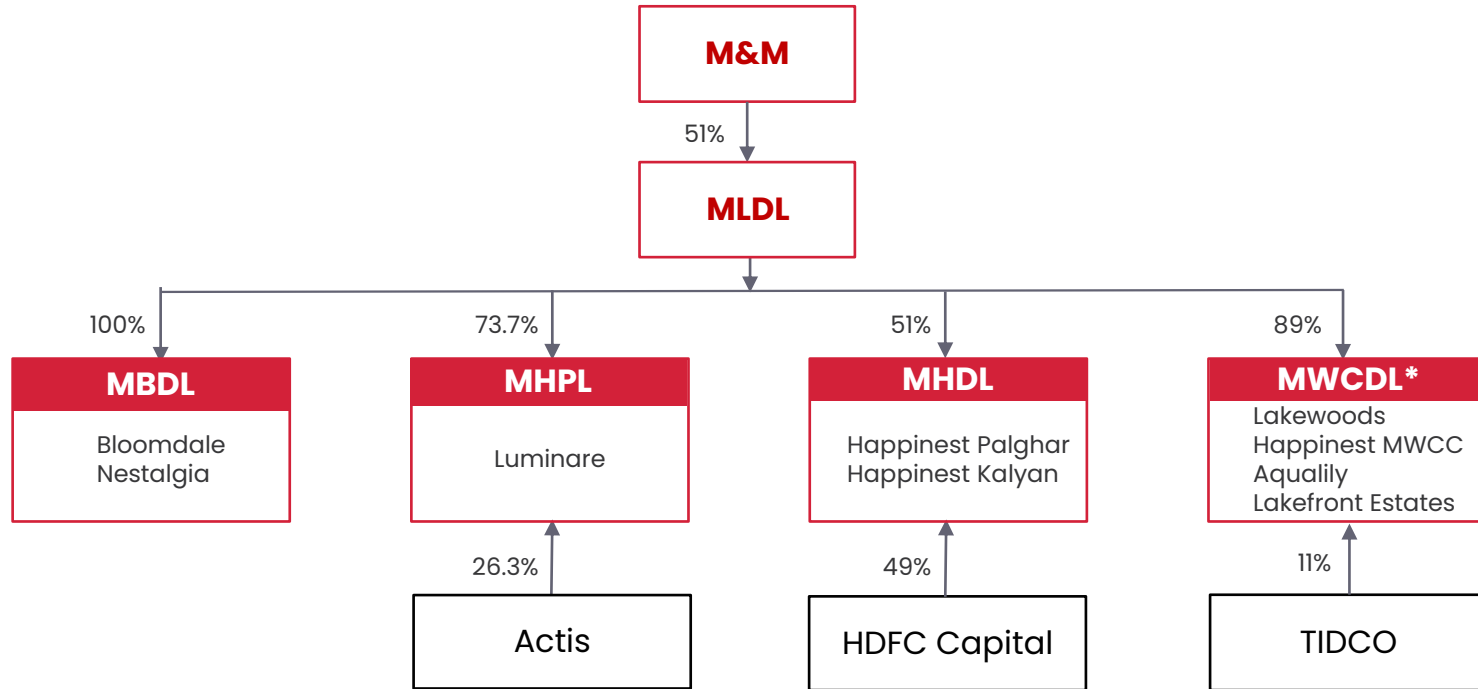
Origins Ahmedabad sales activation

Origins Pune & Origins Chennai Ph2 Launch of new parks

Pursue opportunities in BTS leased premises

# MLDL Residential

# RESIDENTIAL – STRUCTURE OVERVIEW



Note: Includes assets owning SPVs only. Shareholding %ages are rounded to nearest %age and is based on common equity capital in SPVs

\* MITL and MRDL merged into MWCDL on 30th Dec 2022

# MLDL HIGHLIGHTS – OPERATIONAL

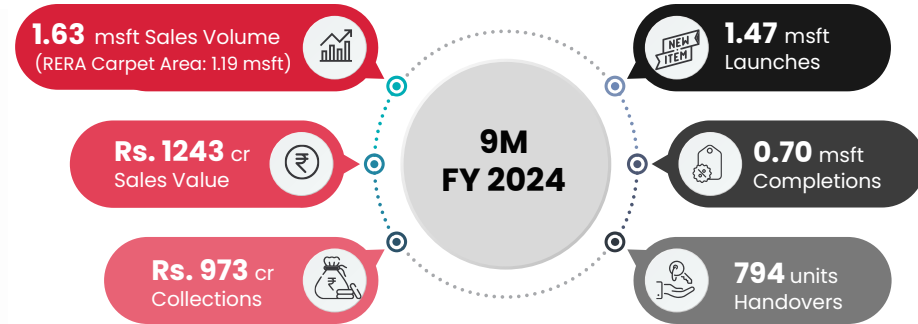
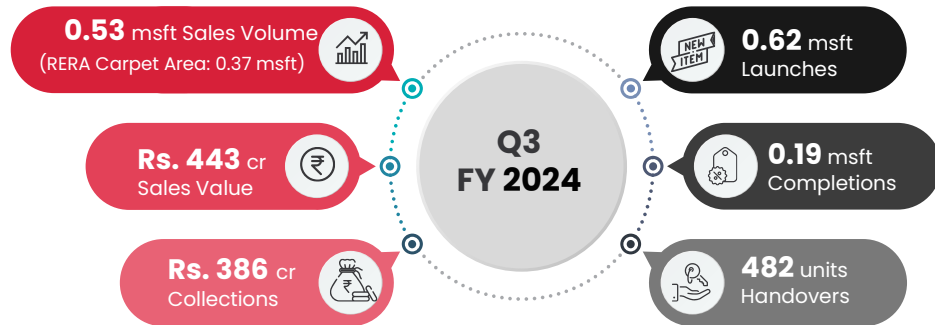
## RESIDENTIAL\*\*

Launched 0.45 msft saleable area at Mahindra Citadel phase 2 in Pune

Launched 0.18 msft saleable area at Mahindra Happinest Palghar

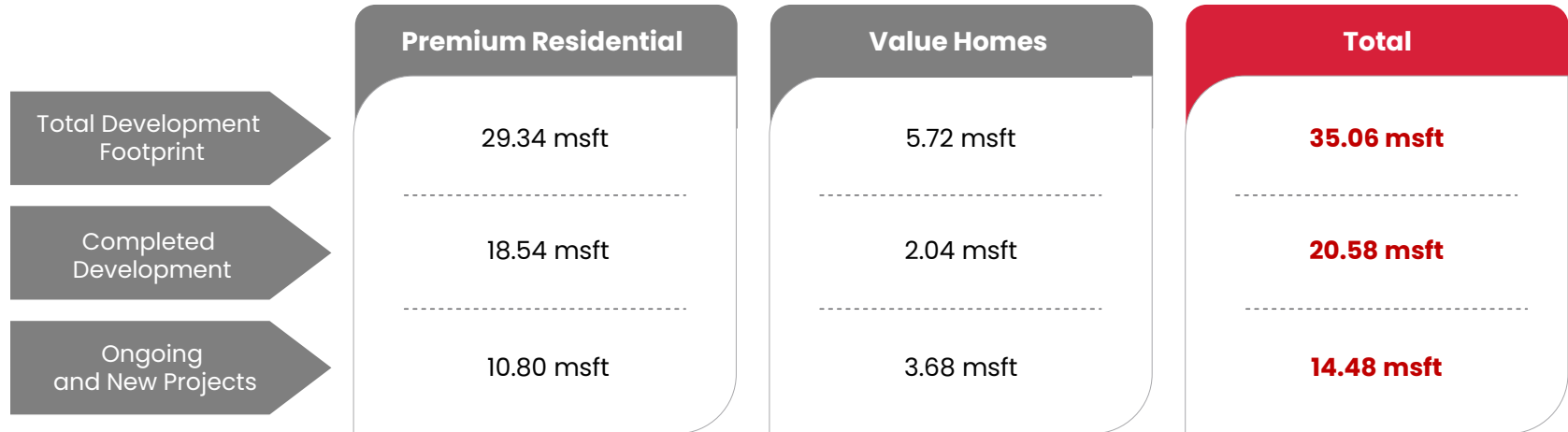
Launched 0.47 msft saleable area at Tathawade phase 3 in Pune

Forayed into plotted development with the launch of Lakefront estates 0.37 msft in Chennai

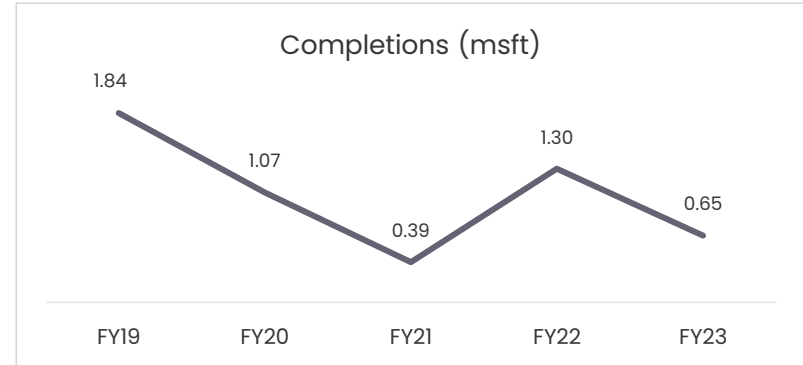
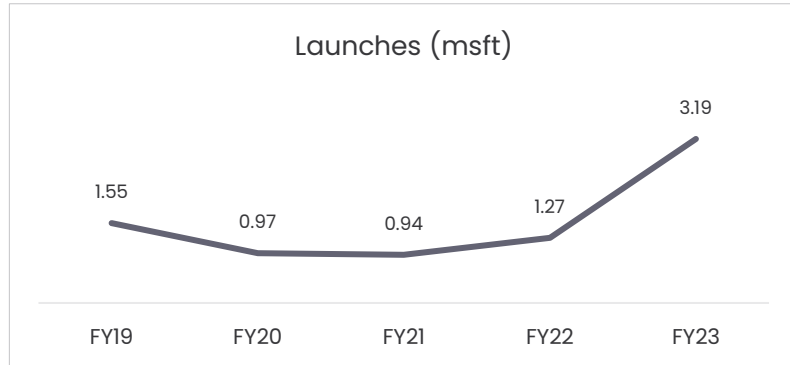
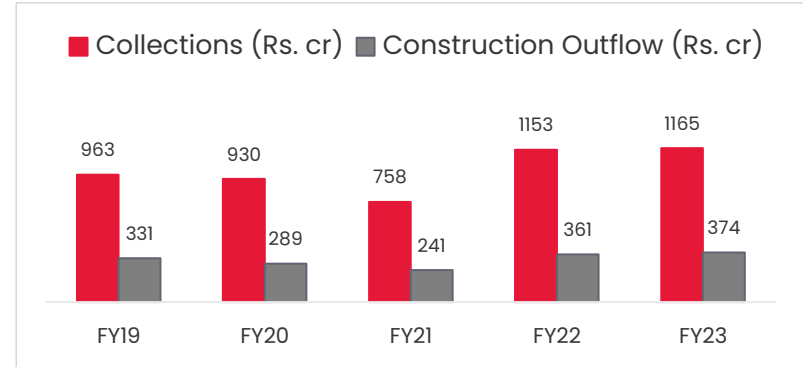
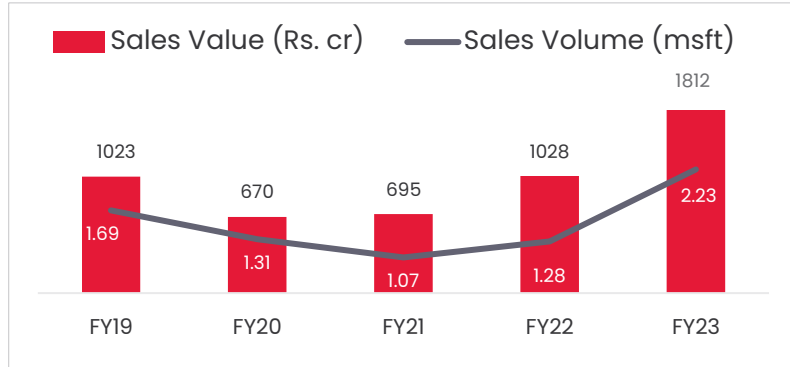


# RESIDENTIAL – SCALE OF OPERATIONS

MLDL is pioneering development of green homes and thoughtfully designed living spaces

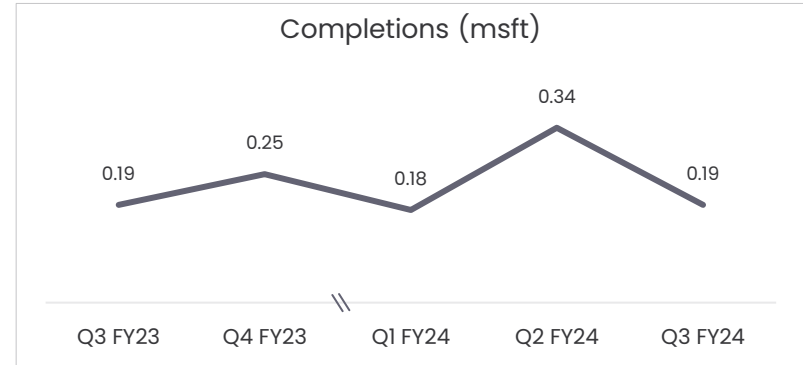
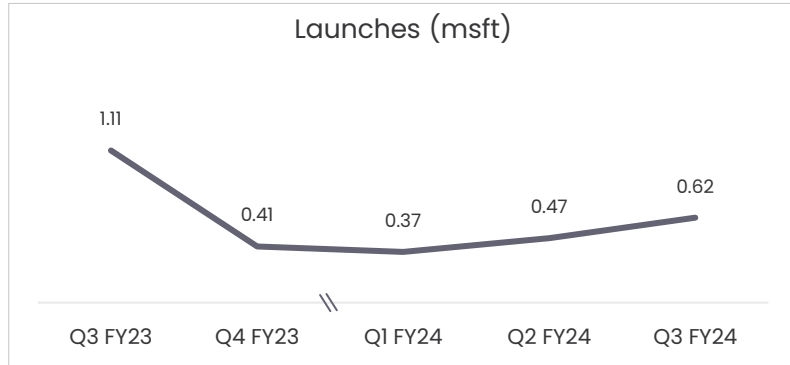
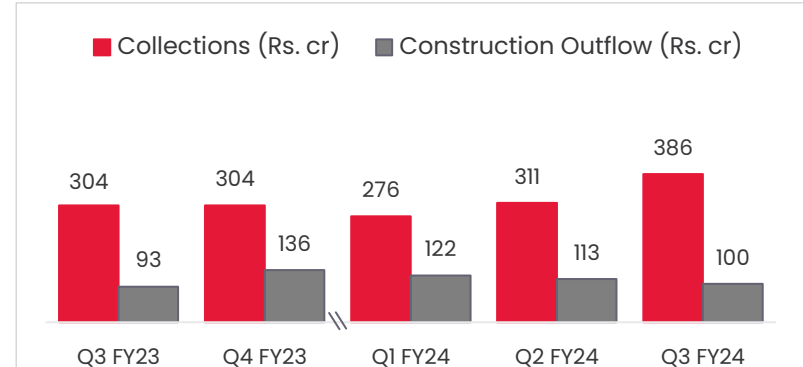
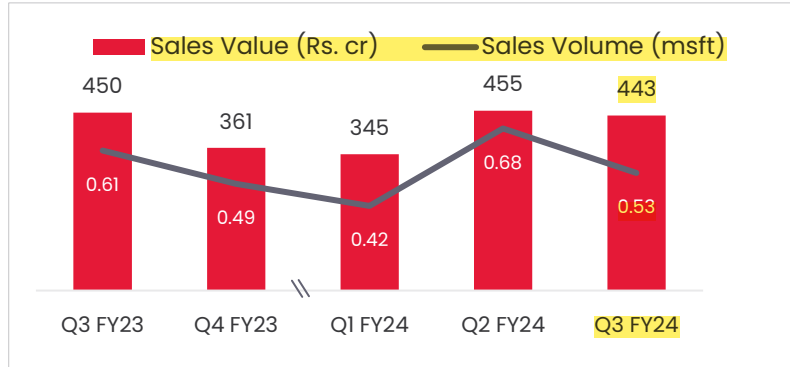


# RESIDENTIAL – ANNUAL TREND





# RESIDENTIAL - QUARTERLY TREND



# RESIDENTIAL-PROJECT PORTFOLIO-ONGOING PROJECTS

## Premium Residential

Location	Project Name	Total Development	Launched Development	Completed Development	Area Sold	Ongoing Development	Area Sold	Sales Value (Rs. cr)	Completion %
		A	B	C	of C	D	of D	of D	of D
MMR	Vicino	0.27	0.27	0.08	0.08	0.19	0.19	334	87%
	Alcove #	0.39	0.39	0.00	0.00	0.39	0.24	345	43%
	Meridian II	0.04	0.04	0.00	0.00	0.04	0.00	0.00	82%
	Meridian plotted	0.15	0.15	0.00	0.00	0.15	0.10	22	84%
Pune	Nostalgia	0.53	0.52	0.00	0.00	0.52	0.29	218	35%
	Citadel	2.60	0.96	0.00	0.00	0.96	0.64	507	16%
NCR	Luminare #	1.21	1.21	0.77	0.77	0.44	0.43	657	76%
Nagpur	Bloomdale	1.55	1.55	1.53	1.53	0.03	0.03	21	95%
Bengaluru	Eden	0.80	0.80	0.00	0.00	0.80	0.80	620	39%
Chennai	Aqualily	1.58	1.51	1.35	1.35	0.16	0.05	24	91%
	Lakefront Estates	0.42	0.37	0.00	0.00	0.37	0.35	123	53%
	Lakewoods	0.90	0.47	0.28	0.28	0.19	0.04	21	31%
<b>TOTAL</b>		<b>10.45</b>	<b>8.24</b>	<b>4.00</b>	<b>4.00</b>	<b>4.23</b>	<b>3.16</b>	<b>2892</b>	<b>47%</b>

## Value Homes

Location	Project Name	Total Development	Launched Development	Completed Development	Area Sold	Ongoing Development	Area Sold	Sales Value (Rs. cr)	Completion %
		A	B	C	of C	D	of D	of D	of D
MMR	Happinest Palghar2 Ph2	0.36	0.36	0.00	0.00	0.36	0.15	55	48%
	Happinest Kalyan1	0.84	0.84	0.34	0.34	0.50	0.44	251	80%
	Happinest Kalyan2	1.21	0.68	0.00	0.00	0.68	0.44	223	29%
Pune	Happinest Tathawade	1.20	1.20	0.00	0.00	1.20	0.74	465	40%
Chennai	Happinest MWCC	0.41	0.41	0.00	0.00	0.41	0.30	124	44%
<b>TOTAL</b>		<b>4.02</b>	<b>3.49</b>	<b>0.34</b>	<b>0.34</b>	<b>3.15</b>	<b>2.07</b>	<b>1118</b>	<b>45%</b>

# RESIDENTIAL – FORTHCOMING PROJECTS

## Premium Residential

Location	Project Name	Future Development (msft)
Pune	Nostalgia	0.02
	Mahindra Citadel	1.64
Chennai	Aqualily	0.07
	Lakefront Estates	0.05
	Lakewoods	0.43
	<b>Total</b>	<b>2.20</b>

## **New Projects**

Pune	New Project (Pune)	1.53
MMR	New Project (Kandivali)	1.69
	New Project (Malad W)	0.51
	New Project (Santacruz W)	0.15
Bengaluru	New Project (Bengaluru)	0.48
	<b>Total</b>	<b>4.36</b>
	<b>Grand Total</b>	<b>6.56</b>

## Value Homes

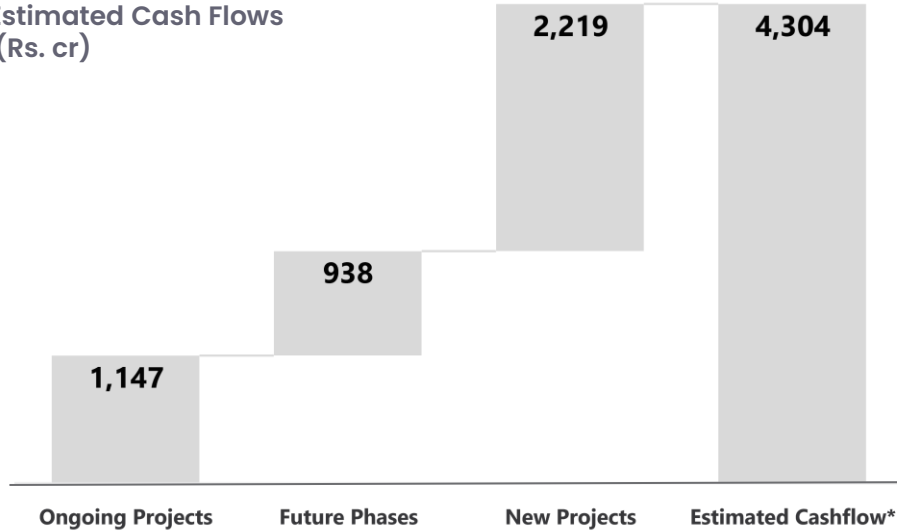
Location	Project Name	Future Development (msft)
MMR	Happinest Kalyan2 Ph 2	0.53
	<b>Total</b>	<b>0.53</b>

# RESIDENTIAL – READY TO MOVE INVENTORY

Location	Project Name	Balance units to sell
Chennai	Lakewoods	1
	Aquality	2
MMR	Bloomdale	1
	Happinest Boisar	55
	Meridian (Alibaug)	5
	Happinest Kalyan1 Ph1	48
	Happinest Palghar1	60
<b>TOTAL</b>		<b>172</b>

# RESIDENTIAL – SUSTAINABLE FUTURE CASH FLOWS

Estimated Cash Flows  
(Rs. cr)



Ongoing Projects	Amount
Sold Units and Estimated Sales <sup>^</sup>	5760
Less: Amount Collected of Sold Units	2081
Less: Estimated Construction Cost <sup>#</sup>	2532
<b>Net amount to be collected (A)</b>	<b>1147</b>

Future Phases (to be launched)	Amount
Estimated Sales <sup>^</sup>	2358
Less: Estimated Construction Cost <sup>#</sup>	1420
<b>Net amount to be collected (B)</b>	<b>938</b>

New Projects (to be launched)	Amount
Estimated Sales <sup>^</sup>	6058
Less: Estimated Construction Cost <sup>#</sup>	3839
<b>Net amount to be collected (C)</b>	<b>2219</b>
<b>Total (A+B+C)</b>	<b>4304</b>

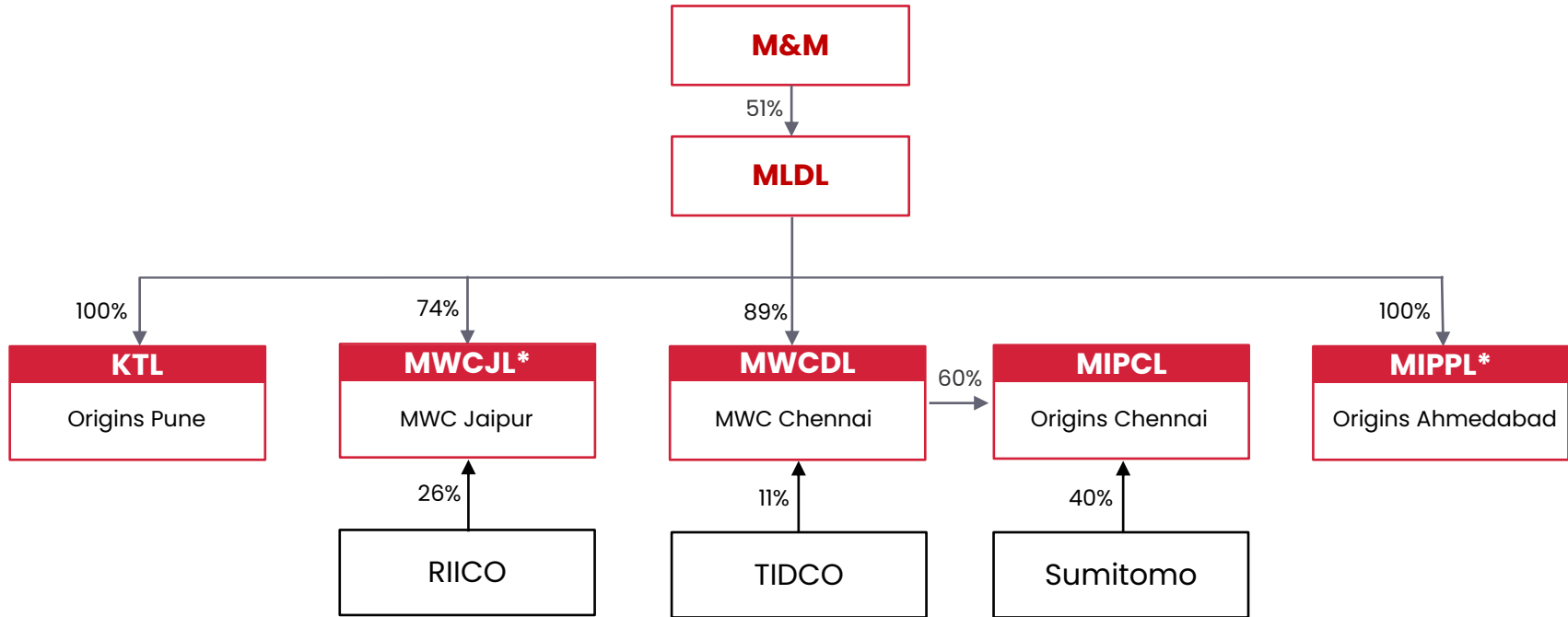
Note: \*Does not include cash flow potential of "Land Bank", | <sup>^</sup> Estimated sales value is based on management estimates

<sup>#</sup>Construction costs are based on management estimates and includes unspent land/FSI related costs

An aerial photograph of an industrial park in Jaipur, India. The image shows several large, modern industrial buildings with white walls and blue roofs. The buildings are surrounded by greenery and a well-maintained road network. A prominent red banner is overlaid on the right side of the image, containing the text 'MLDL IC & IC'. The sky is clear and blue, and the overall scene depicts a well-developed industrial zone.

**MLDL IC & IC**

# IC & IC – STRUCTURE OVERVIEW



Note: Overview includes assets owning SPVs only. Shareholding %ages are rounded to nearest %age and based on common equity capital in SPVs.

\* IFC is a strategic partner in MWCJL & MIPPL.

# MLDL HIGHLIGHTS – OPERATIONAL

## INTEGRATED CITIES & INDUSTRIAL CLUSTERS

### Q3 FY2024

**77.4** acres leased to **7** customer for Rs. **223.8** cr :

- **MWC Jaipur:** Leased 59.7 acres to 5 customers for Rs. 174.9 crore
- **Origins Chennai:** Leased 10.7 acres to 1 customer for Rs. 31.4 crore
- **MWC Chennai:** Sold 6.9 acres of outside boundary land to 1 customer for Rs. 17.6 crore

### 9M FY2024

**90.1** acres leased to **13** customers for Rs. **270.5\*** cr :




- **MWC Jaipur:** Leased 62.3 acres to 7 customers for Rs. 184.6\* crore
- **Origins Chennai:** Leased 16.6 acres to 3 customers for Rs. 48.5 crore
- **MWC Chennai:** Leased/sold 11.2 acres to 3 customers for Rs. 37.4 crore






# IC & IC – SCALE OF OPERATIONS

Pioneer in this business with pan India presence across Golden Quadrilateral and Delhi-Mumbai Industrial Corridor

## Integrated Cities

	MWC Chennai	MWC Jaipur
 <b>Distance to City</b>	60 Km	20 Km
 <b>Partnership</b>	TIDCO	RIICO
 <b>Gross Area</b>	1524 Acres	2946 Acres

## Industrial Clusters

	Origins Chennai	Origins Ahmedabad
 <b>Distance to City</b>	35 Km	75 Km
 <b>Partnership</b>	Sumitomo	IFC
 <b>Gross Area</b>	307 Acres	340 Acres



Plug 'n' play infrastructure



Hassle free Transaction



Sustainable and smart Solutions



Partnership with Government



Access to Skilled workforce



Existing ecosystem of Customers and Suppliers



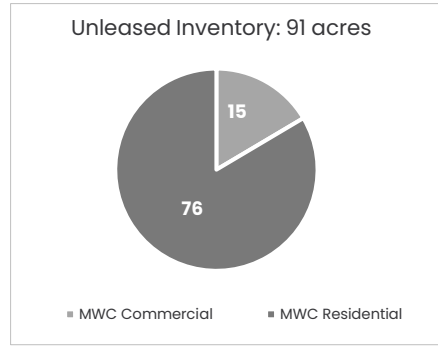
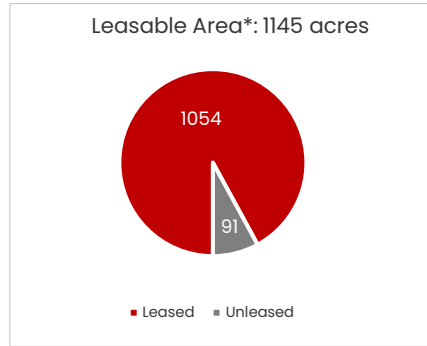
Business Support Services



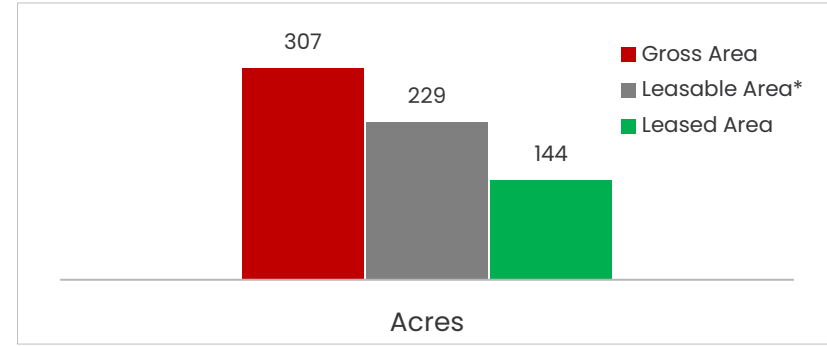
Co-located residential spaces with social Infrastructure

# IC & IC – IN DETAIL

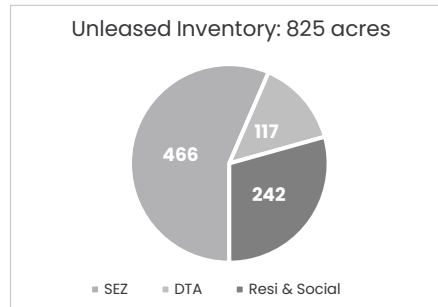
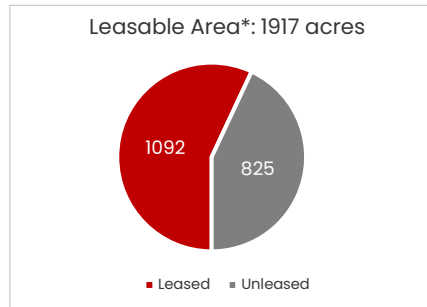
## MWC, Chennai



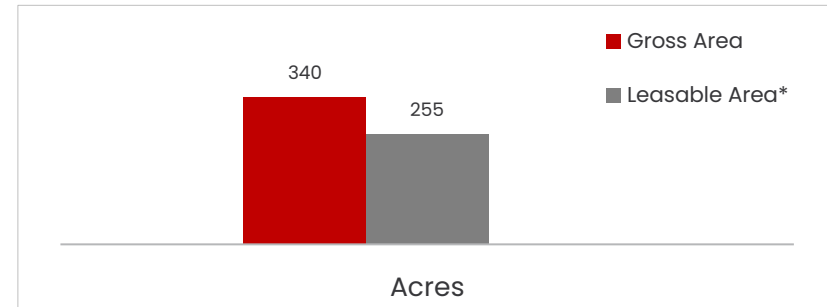
## Origins, Chennai



## MWC, Jaipur



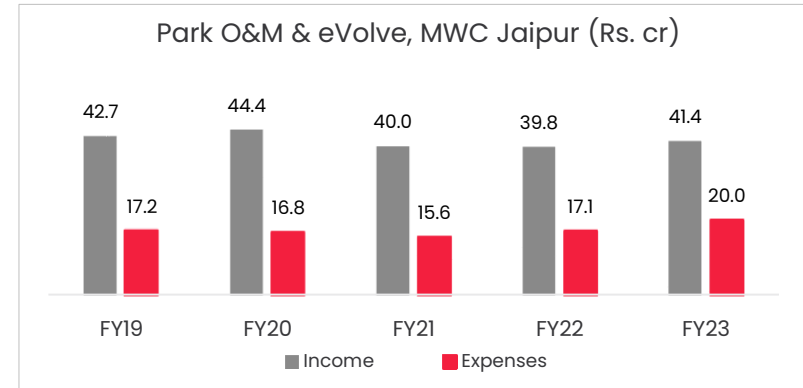
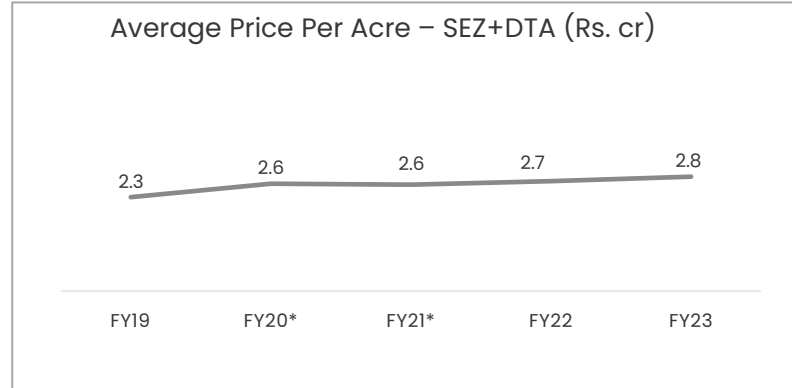
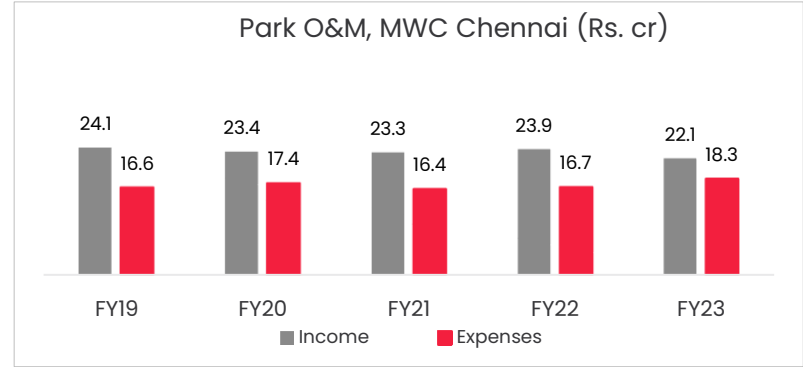
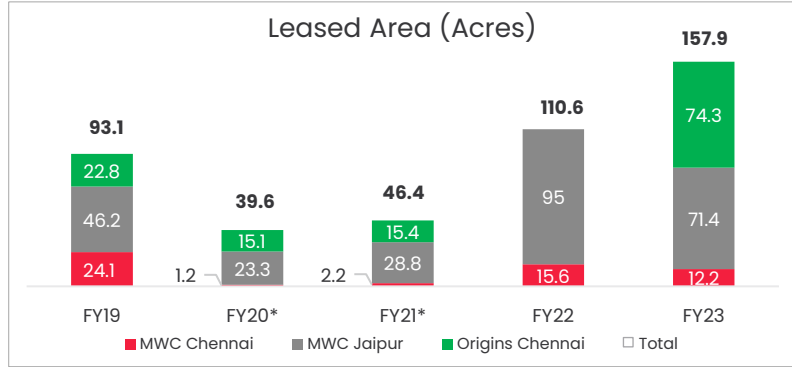
## Origins, Ahmedabad



Origins Pune (Bhor) is forthcoming with gross planned area of ~500 acres; currently in land acquisition stage.

Note: \* Leasable / Saleable area is based on management estimates and includes commercial & residential area wherever applicable.

# IC & IC – DETAILS

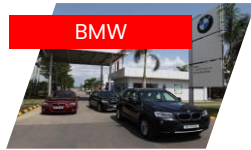
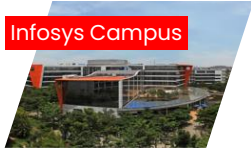


Note:\* For MWC Chennai, it does not include sales outside MWC boundaries (FY19: nil, FY20: 3 acres, FY21: 9.2 acres , FY22: nil , FY23: nil.)

# IC & IC – MARQUEE CLIENTELE

## MWC Chennai

86 customers (63 operational)



## Origins Chennai

13 customers (3 operational)

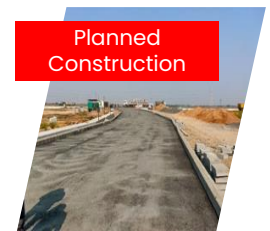


## MWC Jaipur

136 customers (80 operational)



## Origins Ahmedabad



# LAND INVENTORY – ASSETS WITH DEEP VALUE

Land Name	Location	Gross Area (acres)	Development Plan #
Thane (Ghodbundar Road)	MMR	68	Land conveyance completed. Planned as Mixed-use Development.
Murud, Raigad	MMR	1,291	Under study & evaluation stage.
OP (Origins Pune)	Pune	500*	Planned to be developed as Origins, Pune. Under land aggregation stage to ensure contiguity.
OBL (Outside Boundary Land – MWC Chennai)	Chennai	50	Planned as land sale.
OC2 (Origins Chennai 2)	Chennai	237	Under land aggregation stage to ensure contiguity.
<b>Total</b>		<b>2,146</b>	

**MLDL Financials**

# FINANCIAL – HIGHLIGHTS

(Rs. cr, unless specified)

CONSOLIDATED RESULTS	Q3 FY24	Q2 FY24	Q3 FY23	9M FY24	9M FY23	FY23
<b>Total Income</b>	<b>88.8</b>	<b>25.7</b>	<b>198.1</b>	<b>224.5</b>	<b>389.3</b>	<b>659.6</b>
EBIDTA*	43.2	-26.4	5.5	10.4	50.6	61.0
Profit / (Loss) Before Tax & Share in Net Profit / (Loss) of Associates	-36.4	-30.3	27.1	-105.0	6.5	-12.5
Share in Net Profit / (Loss) of Associates	75.4	0.6	5.7	100.7	95.3	118.1
<b>Profit Before Tax</b>	<b>39.1</b>	<b>-29.8</b>	<b>32.7</b>	<b>-4.3</b>	<b>101.7</b>	<b>105.7</b>
Net Profit / (Loss) for the period	50.0	-18.9	34.1	26.8	102.3	102.8
<b>Net Profit / (Loss) after Non-Controlling Interest</b>	<b>50.0</b>	<b>-19.0</b>	<b>33.2</b>	<b>26.8</b>	<b>100.9</b>	<b>101.4</b>
Net Worth (excluding Non-Controlling Interest)	1,800.8	1,750.0	1,806.5	1,800.8	1,806.5	1,805.8
<b>Net Debt to Equity Ratio</b>	<b>0.16</b>	<b>0.01</b>	<b>0.03</b>	<b>0.16</b>	<b>0.03</b>	<b>(0.00)</b>
<b>Cost of Debt</b>	<b>8.5%</b>	<b>8.1%</b>	<b>7.8%</b>	<b>8.5%</b>	<b>7.8%</b>	<b>8.2%</b>

# FINANCIALS-CONSOLIDATED PROFIT & LOSS ACCOUNT

(Rs. cr, unless specified)

PROFIT & LOSS STATEMENT	Q3 FY24	Q2 FY24	Q3 FY23	9M FY24	9M FY23
Income from Operations	82.0	17.8	186.9	197.8	351.2
Other Income	6.8	7.9	11.2	26.7	38.1
<b>Total Revenues</b>	<b>88.8</b>	<b>25.7</b>	<b>198.1</b>	<b>224.5</b>	<b>389.3</b>
Operating Expenses	72.4	9.7	154.8	178.6	302.4
Employee Remuneration & Benefits	23.7	20.8	18.9	65.9	60.8
Finance Costs	0.3	0.2	3.3	4.8	7.6
Depreciation & Amortisation	3.8	3.1	3.4	9.9	9.1
Administration & Other Expenses	24.9	22.2	24.6	70.3	70.7
<b>Total Expenditure</b>	<b>125.1</b>	<b>56.0</b>	<b>205.0</b>	<b>329.5</b>	<b>450.6</b>
Exceptional Items	-	-	34.0	-	67.8
<b>Profit from Ordinary Activities before Tax &amp; Share in Net Profit / Loss of Associates</b>	<b>-36.4</b>	<b>-30.3</b>	<b>27.1</b>	<b>-105.0</b>	<b>6.5</b>
Share in Net Profit / (Loss) of Associates	75.4	0.6	5.7	100.7	95.3
<b>Profit from Ordinary Activities before Tax</b>	<b>39.1</b>	<b>-29.8</b>	<b>32.7</b>	<b>-4.3</b>	<b>101.7</b>
Less : Provision for Current Taxation	0.9	0.8	1.2	2.5	2.8
Less : Provision for Deferred Taxation	-11.8	-11.6	-2.5	-33.6	-3.3
<b>Net Profit for the period</b>	<b>50.0</b>	<b>-18.9</b>	<b>34.1</b>	<b>26.8</b>	<b>102.3</b>
Less: Minority Interest	0.0	0.0	0.9	0.1	1.4
<b>Net Profit / (Loss) after Taxes and Minority Interest</b>	<b>50.0</b>	<b>-19.0</b>	<b>33.2</b>	<b>26.8</b>	<b>100.9</b>



# FINANCIALS – CONSOLIDATED BALANCE SHEET

(Rs. cr, unless specified)

EQUITY & LIABILITIES	Q3 FY24	FY23	ASSETS	Q3 FY24	FY23
Equity Share Capital	155.0	154.7	Property, Plant and Equipment	16.5	13.8
Other Equity	1,645.8	1,651.1	Right of Use Assets	4.5	2.8
<b>Net Worth</b>	<b>1,800.8</b>	<b>1,805.8</b>	Capital Work-In-Progress	6.2	5.1
<b>Non-Controlling Interest</b>	<b>0.2</b>	<b>0.2</b>	Investment Property	40.4	19.4
Financial Liabilities			Goodwill and Other Intangible Assets	0.4	0.5
(i) Borrowings	249.3	7.6	Financial Assets		
(ii) Lease Liabilities	3.1	-	(i) Investments	747.9	709.2
(iii) Other Financial Liabilities	1.8	1.8	(ii) Trade Receivables	-	-
Provisions	6.1	4.6	(iii) Loans	6.4	0.1
			(iv) Other Financial Assets	14.9	14.4
<b>Non-Current Liabilities</b>	<b>260.3</b>	<b>14.0</b>	Deferred Tax Assets (Net)	92.8	59.2
Financial Liabilities			Other Non-Current Tax Assets	67.8	67.8
(i) Borrowings	314.8	257.4	<b>Non-Current Assets</b>	<b>997.8</b>	<b>892.4</b>
(ii) Lease Liabilities	1.6	3.0	Inventories	2,565.8	2,097.6
(iii) Trade Payables	176.0	191.8	Financial Assets		
(iv) Other Financial Liabilities	330.5	331.9	(i) Investments	56.4	196.2
Other Current Liabilities	1,320.7	980.2	(ii) Trade Receivables	104.4	129.1
Provisions	11.1	11.5	(iii) Cash and Cash Equivalents	203.0	49.5
Current Tax Liabilities (Net)	15.4	14.9	(iv) Bank Balances other than (iii) above	18.7	27.8
<b>Current Liabilities</b>	<b>2,170.1</b>	<b>1,790.7</b>	(v) Loans	32.5	17.6
			(vi) Other Financial Assets	16.9	15.2
			Other Current Assets	235.9	185.3
			<b>Current Assets</b>	<b>3,233.6</b>	<b>2,718.3</b>
<b>TOTAL</b>	<b>4,231.4</b>	<b>3,610.7</b>	<b>TOTAL</b>	<b>4,231.4</b>	<b>3,610.7</b>

# FINANCIALS – SEGMENT PERFORMANCE

(Rs. cr, unless specified)

SEGMENT RESULTS	Residential		IC & IC	
	Q3 FY24	9M FY24	Q3 FY24	9M FY24
Area Sold (msft) / Land Leased (acres)	0.53 msft	1.62 msft	77.4 acres	90.1 acres
Sales / Lease Income	443	1243	224	270
Income from Operation	98	374	241	327
Other Income	9	34	1	6
<b>Total Income</b>	<b>106</b>	<b>408</b>	<b>243</b>	<b>333</b>
Cost of Sales	84	289	83	115
Gross Margins (%)	13%	23%	66%	65%
Less other Operating Expenses	50	143	9	29
<b>EBIDTA (excluding Other Income)</b>	<b>-37</b>	<b>-58</b>	<b>149</b>	<b>183</b>
Less Interest and Depreciation	7	22	13	42
Add Exception Item - Gain / (Loss)	0	0	0	0
Less Provision for Tax	-17	-28	38	43
<b>PAT (after Non-Controlling Interest)</b>	<b>-23</b>	<b>-50</b>	<b>74</b>	<b>77</b>
PAT Margin (%)	-24%	-13%	30%	24%
Net worth <sup>§</sup>		1,370		950
Net Debt <sup>#</sup>		188		126
<b>Net Debt to Equity Ratio</b>		<b>0.14</b>		<b>0.13</b>

Note: Above details are provided for better understanding of the performance of Residential & Industrial business of the Company and are not prepared in accordance with any Accounting Standards. The financial figures are not prepared or reviewed by independent auditor. Due care has been taken in compilation of the same by Management. All figures above are in Rs. cr, unless specified <sup>#</sup> Debt represents funding from Banks / FI's / Third Parties. Any contribution made by promoters / strategic partners is excluded. <sup>§</sup> Net-worth in each segment has been adjusted by including the contribution made by promoter/ strategic partners.

**MLDL Leadership**

# MLDL LEADERSHIP | DIRECTORS



**Mr. Ameet Hariani**  
Chairman and  
Non-Executive,  
Independent Director

- Holds master's degree in Law from the Mumbai University
- Member of Bombay Incorporated Law Society; Law Society of England & Wales; Law Society of Singapore; Bar Council of Maharashtra; Bombay Bar Association
- Holds Independent, Non-Executive Director positions in other listed and unlisted companies.



**Dr. Anish Shah**  
Non-Executive,  
Non-Independent Director

- Ph.D. - Carnegie Mellon's Tepper Business School, Masters degree from Carnegie Mellon and MBA - IIM-Ahmedabad
- Managing Director and CEO, Mahindra & Mahindra Ltd.
- Former President and Chief Executive Officer of GE Capital India.



**Mr. Amit Kumar Sinha**  
Managing Director & Chief Executive  
Officer

- Dual MBA (Finance and Strategy) from The Wharton School, University of Pennsylvania
- BE (Electrical and Electronics) from the Birla Institute of Technology, Ranchi
- Former President, Group Strategy Office, Mahindra and Mahindra
- Former Senior Partner and Director with Bain & Company.



**Ms. Amrita Chowdhury**  
Non-Executive,  
Independent Director

- B.Tech. - IIT Kanpur, MS-UC Berkeley, MBA-Carnegie Mellon-Tepper Business School
- Director of Gaia, an Urban Tech firm providing insights-as-a-service for Smart Sites and Smart Cities
- Holds 7 US patents for semi-conductor manufacturing. Author of two books.



**Mr. Anuj Puri**  
Non-Executive,  
Independent Director

- Chartered Accountant and Fellow of the Royal Institution of Chartered Surveyors, UK
- Chairman and Founder of ANAROCK.
- 'Awarded as 'Most Promising Business Leaders of Asia 2018-19' by Economic Times, 'Scroll of Honour' by Realty Plus Magazine and India Business Group Excellence Award 2019.



**Ms. Asha Kharga**  
Non-Executive,  
Non-Independent Director

- MBA in Marketing from Mumbai University
- Chief Customer & Brand Officer, M&M Ltd
- Recognized as India's Top 20 Most Influential Women in Marketing & Advertising, by Business World.



**Ms. Rucha Nanavati**  
Non-Executive,  
Non-Independent Director

- Master in Computer Science, Illinois Institute of Technology, Chicago, IL, USA & BE- Electronics and Communication
- Chief Information Officer, M&M Ltd
- Won Top Women in Grocery award in 2020 and CIO Powerlist award in 2022.

# MLDL LEADERSHIP | MANAGEMENT



**Ameet Hariani**

Non-Executive Chairman



**Amit Kumar Sinha**

Managing Director &  
Chief Executive Officer



**Ashvin Iyengar**

Chief Business  
Officer - South



**Jitesh Donga**

Chief of Design



**Parveen Mahtani**

Chief Legal Officer



**Rajaram Pai**

Chief Business  
Officer - Industrial



**Sudharshan KR**

Chief Project  
Officer



**Tanmoy Roy**

Chief People  
Officer



**Vimal Agarwal**

Chief Financial  
Officer



**Vimalendra Singh**

Chief Business  
Officer - West



**Viral Oza**

Chief Marketing  
Officer

# Thank You



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**Mr. Rabindra Basu**

Head Investor Relations

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## **Mahindra Lifespace Developers Limited**

CIN L45200MH1999PLC118949

5<sup>th</sup> Floor, Mahindra Towers, Worli, Mumbai – 400 018.

Tel: 022 6747 8600/ 6747 8601 | Fax: 022 2497 5084

For more details visit: [mahindralifespaces.com](http://mahindralifespaces.com)

**mahindra** LIFESPACES

## Classification of projects is as under:

**a. Completed:** projects where construction has been completed and occupancy certificates have been granted by the relevant authorities

**b. Ongoing:** projects where (i) all title or development rights, or other interest in the land is held either directly or indirectly by the Company/subsidiaries of the Company/joint ventures of the Company/consolidated partnership firms of the Company; (ii) if required, all land for the project has been converted for the intended use; (iii) the requisite approvals for commencement of construction have been obtained

**c. Future Phases:** projects in respect of which (i) all title or development rights or other interest in the land is held either directly or indirectly by the Company/subsidiaries of the Company/joint ventures of the Company/consolidated partnership firms of the Company; (ii) if required, applications have been made for conversion of use for the land for the intended use; (iii) preliminary management development plans are in place; and (iv) architects have been identified

**d. Land inventory:** land in which any of the Company/subsidiaries of the Company/joint ventures of the Company/consolidated partnership firms of the Company hold interest, but on which there is no planned development as on the date hereof

CDP	Climate Disclosure Project	MLDL	Mahindra Lifespace Developers Limited
DTA	Domestic Tariff Area	MMR	Mumbai Metropolitan Region
GRESB	Global Real Estate Sustainability Benchmark	MRDL	Mahindra Residential Developers Limited
GRI	Global Report Initiative	MSFT	Million Square Feet
IC & IC	Integrated Cities & Industrial Clusters	MWC	Mahindra World City
IFC	International Finance Corporation	MWCDL	Mahindra World City Developers Limited
IND AS	Indian Accounting Standards	MWCJL	Mahindra World City (Jaipur) Limited
M&M	Mahindra & Mahindra Limited	NCR	National Capital Region
MBDL	Mahindra Bloomdale Developers Limited	RIICO	Rajasthan State Industrial Development & Investment Corporation Ltd.
MHDL	Mahindra Happinest Developers Limited	SBTi	Science Based Target Initiative
MHPL	Mahindra Homes Private Limited	SEZ	Special Economic Zone
MIPCL	Mahindra Industrial Park Chennai Limited	TCFD	Task Force on Climate related Financial Disclosure
MIPPL	Mahindra Industrial Park Private Limited	TIDCO	Tamil Nadu Industrial Development Corporation Ltd.
MITL	Mahindra Integrated Township Limited	MLDL	Mahindra Lifespace Developers Limited