

Investor Presentation – Q3 FY18

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- Financial Update

Q3 FY18 Highlights

The operating highlights from Slide 4 to Slide 23 are for the Company and its subsidiaries /joint ventures/associates engaged in the real estate business (MLDL, MITL, MRDL, MHPL, MBDL, MHDL, MWCDL, MWCJL, ICPL & MIPCL)

<u>Disclaimer</u>: The Company has registered its ongoing projects in the applicable jurisdictions / States under the Real Estate (Regulation and Development) Act, 2016 ("RERA"). None of the images, material, projections, details, descriptions, area statements and other information that are mentioned herein should be deemed to be or constitute advertisements, solicitations, marketing, offer for sale, invitation to offer, invitation to acquire, including within the purview of the RERA.

Key Highlights – Q3 FY18

- Formed a strategic partnership with HDFC Capital for Affordable Housing with INR 500 crore of combined investment commitment.
 - Happinest Palghar project transferred to the newly formed platform.
- Formed a strategic partnership with IFC for Industrial Clusters. Pursuant to the same, IFC has invested in the Ahmedabad project.
- Launched "Origins by Mahindra World City", a brand for Industrial Clusters.
- Mahindra World City conferred the "Best PPP (Public-Private Partnership) Model" at the 'Business World Smart Cities Conclave & Awards 2017'.

Business Highlights – Q3 FY18

Residential

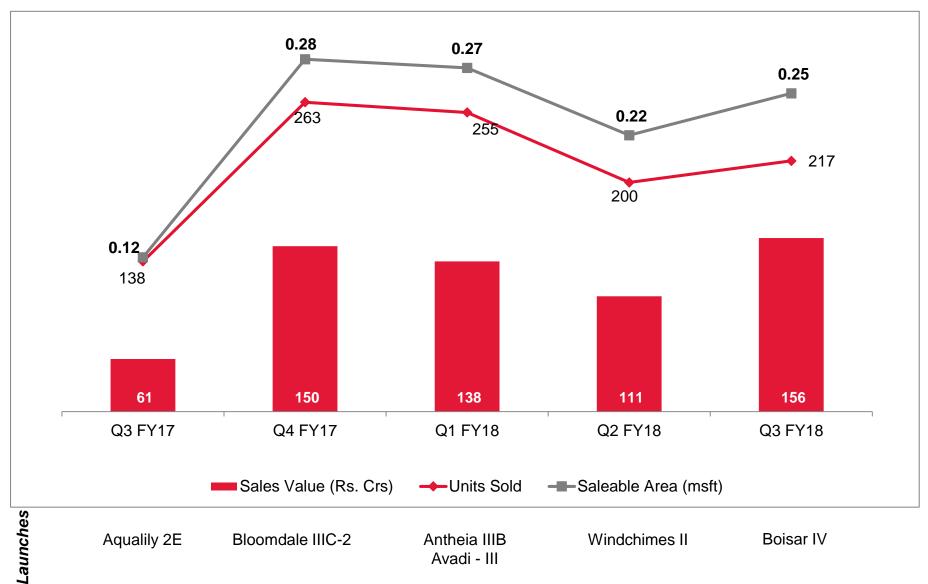
- Achieved highest sales value of INR 156 crore in the last 5 quarters.
- Launched Phase IV of Boisar with a saleable area of 0.07 msft.
- Achieved revenue recognition in Phase II Tower 3 of Windchimes.
- Continued movement in finished goods inventory sale (23% of sales for the quarter)

Integrated Cities & Industrial Clusters

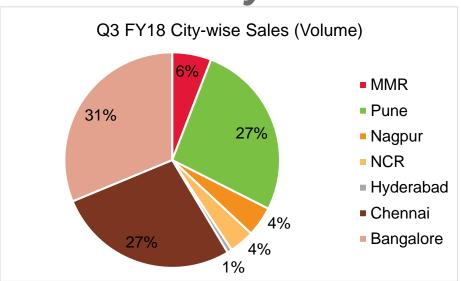
- Highest area leased of ~23 acres in a quarter in the current financial year.
 - 1 existing customer expansion at MWC Jaipur (18.44 Acres in social infra area)
 - 1 new customer at MWC Chennai (4.50 Acres in DTA area)

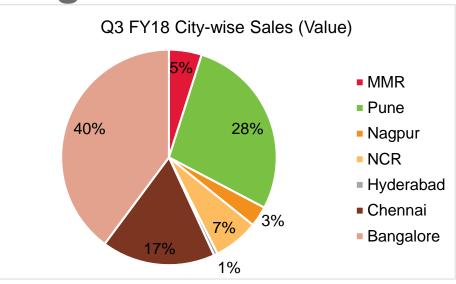
Residential Business Update

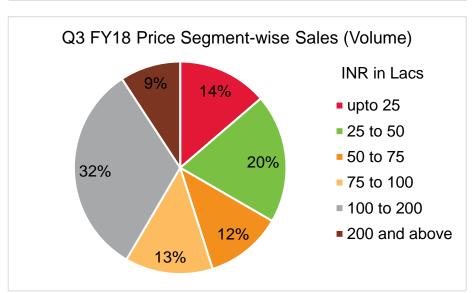
Sales – Quarterly Trend

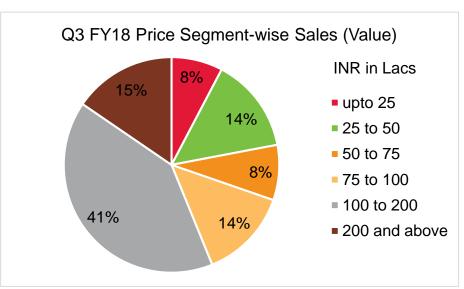


Sales - City and Price Segment wise

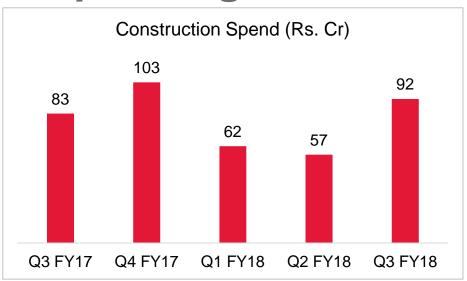


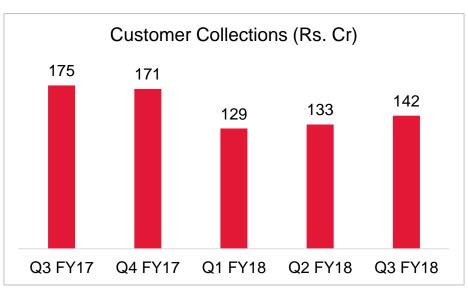


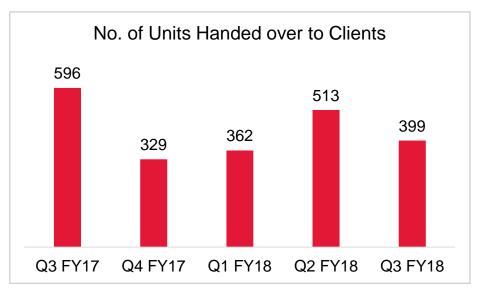


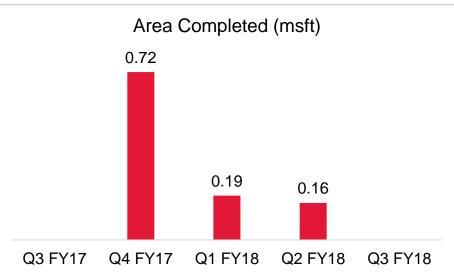


Operating Metrics









Project Portfolio

Location	Saleable Area ² (msft)				
Location	Ongoing	Forthcoming	Land Inventory		
MMR**	0.38	1.90	0.94 ¹		
Pune	0.66	0.65	-		
Chennai	0.41	1.63	9.50		
Nagpur	0.78	0.36	-		
NCR*	0.77	0.37	-		
Nasik	-	-	0.60		
Bengaluru	0.87	-	-		
Total	3.87	4.91	11.04		

Total Completed Development – 14.21* msft**

The Company uses carpet areas as per RERA in its customer communication. However, the data in saleable area terms has been presented here to enable continuity of information to investors and shall not be construed to be of any relevance to home buyers / customers.

Note 2: Based on saleable area including JD partner's share wherever applicable

^{*} NCR includes Delhi, Gurgaon and Faridabad; ** MMR includes Mumbai, Boisar, Palghar, Thane and Alibaug; *** does not include select projects that were completed by GESCO.

Note1: Estimated saleable area of 0.59 msft at Thane has an impediment. The matter has been taken up with concerned authorities for removal of the impediment

Summary of Ongoing and Forthcoming Projects

All figures in million square feet (msft)

					7 III 11 g GI F G	o iii iiiiiiioii oqe	
Region	Project Name	Company / SPV	Total Development	Launched Development	Completed Development	Ongoing Development	Balance (to be launched)
			Α	В	С	D	E = (A-C-D)
MMR	Serenes	MLDL	0.16	0.06	-	0.06	0.09
	Happinest Boisar	MLDL	0.49	0.49	0.33	0.16	-
	Vivante	MLDL	0.16	0.16	-	0.16	-
	Andheri	MLDL	0.26	-	-	-	0.26
	Sakinaka	MLDL	0.34	-	-	-	0.34
	Kandivali	MLDL	0.14	-	-	-	0.14
	Happinest Palghar	MHDL	1.07	-	-	-	1.07
Pune	Antheia	MLDL	1.63	1.34	0.68	0.66	0.30
	Pimpri Residential	MLDL	0.33	-	-	-	0.33
	Amenity	MLDL	0.02	-	-	-	0.02
Nagpur	Bloomdale	MBDL	1.55	1.19	0.41	0.78	0.36
NCR	Luminaire #	MHPL	1.14	0.77	-	0.77	0.37
Bengaluru	Windchimes	MHPL	0.87	0.87	-	0.87	-
Chennai	Aqualily	MRDL	1.58	1.51	1.23	0.28	0.07
	Happinest Avadi	MLDL	0.73	0.48	0.34	0.14	0.26
	MWC Chennai Residential 17	MITL	0.90	-	-	-	0.90
	MWC Chennai Residential 21	MITL	0.41	-	-	-	0.41
	TOTAL	•	11.78	6.87	3.00	3.87	4.91

Note:

Above figures are based on saleable area including JD partner's share wherever applicable # - project under Joint Development (JD)

Summary of Ongoing Projects

msft = million square feet

Location	Project Name	Development Potential ¹ (msft)	Area Sold (msft)	% completion ²	PTD Sales Value (Rs. Cr)	PTD Revenue Recognised (Rs. Cr)
MMR	The Serenes, Ph I	0.06	0.02	69%	16.2	11.1
	Happinest Boisar Ph III	0.09	0.07	77%	22.3	17.1
	Happinest Boisar Ph IV	0.07	0.00	53%	1.6	-
	Vivante Phase I	0.16	0.16	80%	264.2	215.0
Pune	Antheia Ph II B	0.12	0.11	98%	67.6	67.6
	Antheia Ph II C	0.14	0.08	89%	48.8	43.3
	Antheia Ph II D	0.13	0.10	98%	64.4	64.4
	Antheia Ph IIIA	0.16	0.10	80%	65.4	52.0
	Antheia Ph IIIB	0.12	0.07	74%	39.8	29.4
Nagpur	Bloomdale IIA	0.11	0.11	90%	37.7	33.8
	Bloomdale IIB	0.15	0.15	68%	54.7	37.4
	Bloomdale IIB – 2	0.09	0.07	73%	29.2	21.4
	Bloomdale IIC	0.07	0.07	76%	24.4	18.6
	Bloomdale IIIA	0.12	0.08	62%	35.4	22.1
	Bloomdale IIIB	0.11	0.04	35%	18.0	-
	Bloomdale IIIC-1	0.03	0.03	70%	11.0	7.7
	Bloomdale IIIC-2	0.04	0.01	35%	4.1	-
	Bloomdale IIID	0.07	0.01	36%	5.0	-

Note:

- 1 Based on saleable area including JD partner's share wherever applicable
- 2 Completion shown is with respect to Total Estimated Project Cost which includes land costs and construction related costs

Summary of Ongoing Projects

msft = *million square feet*

Location	Project Name	Development Potential ¹ (msft)	Area Sold (msft)	% completion ²	PTD Sales Value (Rs. Cr)	PTD Revenue Recognised (Rs. Cr)
NCR	Luminare I #	0.37	0.22	72%	298.9	215.2
	Luminare II #	0.41	0.11	52%	146.7	76.3
Chennai	Aqualily Apts C2	0.16	0.00	46%	-	-
	Aqualily Apts 2E	0.12	0.03	50%	12.7	5.4
	Happinest Avadi IIA-1	0.10	0.04	57%	13.6	7.7
	Happinest Avadi III	0.04	0.03	60%	11.6	6.9
Bengaluru	Windchimes I –Tower I	0.18	0.14	79%	106.3	83.1
	Windchimes I –Tower II	0.26	0.18	84%	139.4	116.8
	Windchimes II - Tower III	0.18	0.05	57%	40.4	23.1
	Windchimes II - Tower IV	0.25	0.05	63%	37.1	-
Total		3.87	2.12	69%	1,616.6	1,175.4

Note:

- 1 Based on saleable area including JD partner's share wherever applicable
- 2 Completion shown is with respect to Total Estimated Project Cost which includes land costs and construction related costs
- # project under Joint Development (JD)

Ongoing Projects Snapshot









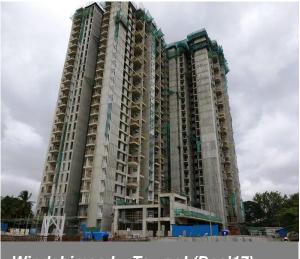


The Serenes (Dec'17)

Ongoing Projects Snapshot



Luminare Phase II (Dec' 17)



Windchimes I – Tower I (Dec'17)



Windchimes II -Tower III&IV (Dec'17)



Happinest Avadi – D Block (Dec'17)



Happinest Boisar -Cluster 1 (Dec'17)

Forthcoming Projects

Category	Location	Name of the Project	Est. Saleable Area*
			msft
Subsequent Phases of Exi	sting Projects		
	MMR	Serenes	0.09
	Pune	Antheia	0.30
Mid & Premium Residential	Nagpur	Bloomdale	0.36
	Chennai	Aqualily	0.07
	NCR	Luminare #	0.37
Affordable Housing	Chennai	Happinest Avadi	0.26
TOTAL - Subsequent Phas	es of Existing Pro	jects	1.44
New Projects			
		Sakinaka #	0.34
	MMR	Andheri	0.26
		Kandivali	0.14
Mid & Premium Residential	Duna	Pimpri Residential	0.33
	Pune	Amenity	0.02
	Channai	MWC Chennai Residential 17	0.90
	Chennai	MWC Chennai Residential 21	0.41
Affordable Housing	MMR	HappinestPalghar	1.07
TOTAL - New Projects			3.47
TOTAL - Forthcoming Pro	jects		4.91

^{# -} project under Joint Development (JD)

^{*}Based on saleable area including JD partner's share wherever applicable

Balance Inventory in Completed Projects

Location	Project Name	Company	MLDL Holding	Balance units to sell *
MMR	Happinest Boisar	MLDL	100%	2
Pune	Antheia	MLDL	100%	1
	Lärtista	MLDL	100%	12
Hyderabad	Ashvita #	MLDL	100%	66
Chanai	Aqualily Apts A,B & II-C1	MRDL	96%	68
Chennai	Nova II	MITL	96%	11
TOTAL				160

^{# -} project under Joint Development (JD)

^{*} The numbers of units shown are only for MLDL share of inventory

Cash Flow Potential

		Value
Particulars		(Rs. Cr)
Ongoing &	Sales completed in ongoing projects	1617
Completed Projects	Less : Amount collected from sales	778
	Net amount to be collected on completed sales	838
	Estimated sales from finished goods & balance inventory in ongoing	
	projects #	1367
	Less: Estimated construction cost to be spent on ongoing projects**	651
	Cashflow from ongoing & completed projects	1554
Subsequent Phases	Estimated sales potential #	914
of Ongoing Projects	Less: Estimated construction cost**	490
	Cashflow from future phases of ongoing projects	424
	Total Estimated Cashflows*	1978

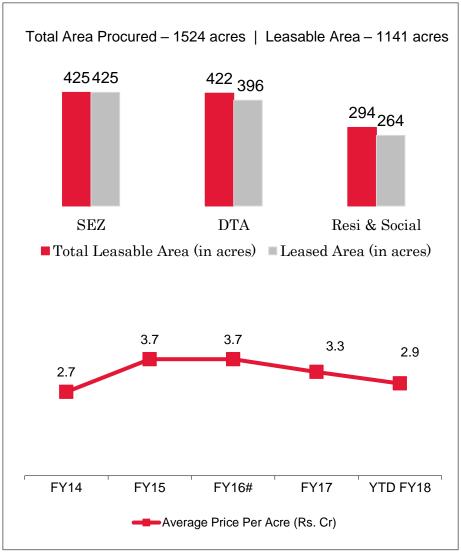
^{*} Does not include cash flow potential of "New Projects" and "Land Bank"

^{**} Construction costs are based on management estimates

[#] Estimated sales value is based on management estimates taking into consideration current price realisation for respective projects

Integrated Cities & Industrial Clusters Update

Mahindra World City, Chennai – Business Update



- Total number of Customers: 73 (60 Operational)
- Signed 1 new customer during Q3 FY18
 - √ 4.5 acres land leased to Segu Holdings Pvt.

 Ltd. for built to suit development for end user

 Magna Automotive India Pvt. Ltd.

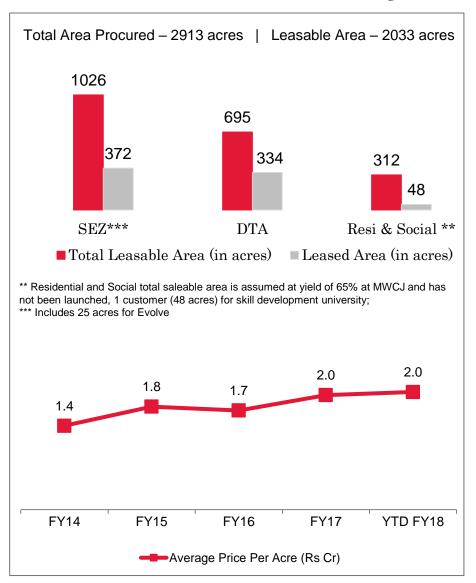


American Axle facility, DTA



Parker Hannifin facility, DTA

Mahindra World City, Jaipur – Business Update



- Total number of Customers: 78 (48 Operational)
- Signed 1 existing customers expansion during Q3 FY18

✓ RUJ Charitable Trust: 18.44 Acres

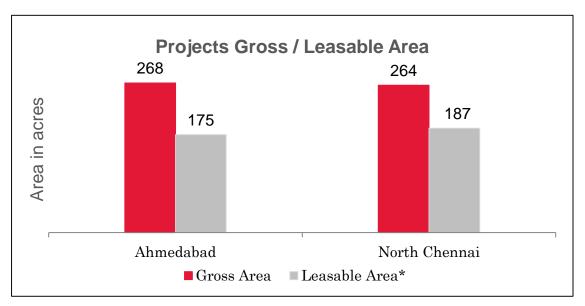


JCB facility in DTA



Infosys facility in IT SEZ

Industrial parks at Ahmedabad and North Chennai



Ahmedabad Project Details: (Forthcoming)

- SPV Name: ICPL
- Location: Jhansali Village, Limbdi on AHMD- Rajkot
 Highway
- Project Approvals: In Process (applications made)
- Construction Progress: Shall commence once approvals are received

North Chennai Project Details: (Ongoing)

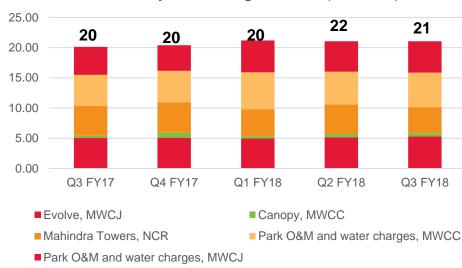
- SPV Name: MIPCL
- Location: Ponneri, Thiruvallur, Tamil Nadu
- Project Approvals: Received
- Construction Progress: Site Development commenced from Sep'17

^{*} Leasable area is based on management estimates

Recurring Rental Income

Evolve, MWCJ	
Total area	0.43 msft
Area leased	0.42 msft
Canopy, MWCC	
Total area	0.05 msft
Area leased	0.05 msft
Mahindra Towers, Delhi	
Total area	0.06 msft
Area leased	0.06 msft

Quarterly Recurring Income (in Rs.cr)





Evolve, Mahindra World City Jaipur



Canopy, Mahindra World City Chennai



Evolve, Mahindra World City Jaipur

Financial Update

Financial Snapshot – MLDL CONSOLIDATED IND AS

Statement of Profit and Loss

All figures in Rs. Cr rounded off

All ligures in Rs. Cr rounded on					
Particulars	Q3 2018	Q2 2018	Q3 2017	9M 2018	9M 2017
Income					
Income from Operations	168.3	100.0	213.1	404.4	435.1
Other Income	17.3	29.1	15.0	59.1	53.4
	185.6	129.1	228.1	463.5	488.6
Expenditure					
Operating Expenses	120.7	72.8	167.8	285.3	302.5
Employee Remuneration & Benefits	16.0	17.1	17.3	50.2	49.9
Finance Costs	7.1	6.5	4.5	21.5	16.0
Depreciation & Amortisation	1.1	1.1	1.2	3.3	3.5
Administration & Other Expenses	10.9	12.2	13.2	34.3	38.2
	155.8	109.7	203.9	394.5	410.1
Profit from Ordinary Activities before Tax	20.0	40.5	04.4	60.0	70 E
/Share in Net Profit/Loss of Associates	29.9	19.5	24.1	69.0	78.5
Share in Net Profit/(Loss) of Associates	6.5	3.3	21.1	11.4	32.2
Profit from Ordinary Activities before Tax	36.3	22.7	45.2	80.3	110.7
Less : Provision for Current Taxation	9.2	7.5	9.6	23.2	24.1
Less : Provision for Deferred Taxation	0.1	1.3	1.3	1.5	0.1
Net Profit for the period	27.1	14.0	34.3	55.6	86.4
Less: Minority Interest	1.2	0.5	(0.9)	2.4	1.6
Net Profit/ (Loss) after Taxes, Minority					
Interest and Share of Profit / (Loss) of	26.0	13.5	35.2	53.3	84.8
Associates					

Financial Snapshot – MLDL CONSOLIDATED IND AS

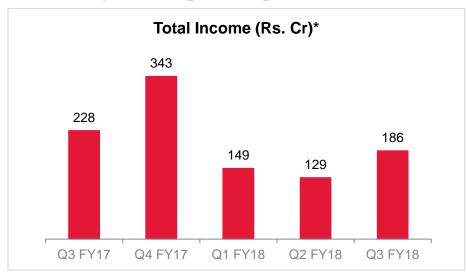
Balance Sheet

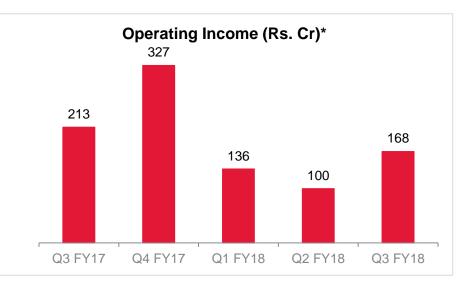
All figures in Rs. Cr rounded off

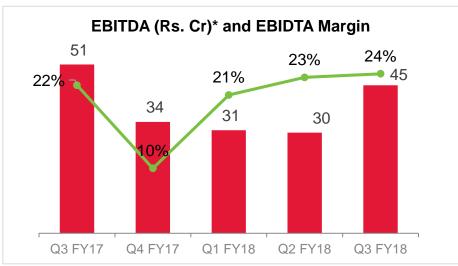
EQUITY & LIABILITIES	Dec-17	Mar-17
Equity Share capital	51.3	41.1
Other Equity	1,966.2	1,658.5
Networth	2,017.5	1,699.6
Non Controlling Interest	44.7	43.5
Financial Liabilities		
(i) Borrowings	75.3	274.8
(ii) Trade payables	-	
(iii) Other financial liabilities	9.7	55.5
Provisions	2.4	2.1
Deferred tax liabilities (Net)	55.3	37.5
Other non-current liabilities	-	-
Non Current Liabilities	142.6	369.9
Financial Liabilities		
(i) Borrowings	159.6	201.9
(ii) Trade payables	239.2	256.7
(iii) Other financial liabilities	325.7	290.8
Provisions	8.2	10.2
Current Tax Liabilities (Net)	1.2	1.1
Other current liabilities	100.9	44.6
Current Liabilities	834.7	805.1
Liabilities associated with assets held for sale	-	-
TOTAL	3,039.6	2,918.0

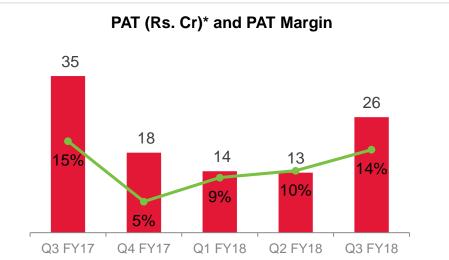
ASSETS	Dec-17	Mar-17
Property, Plant and Equipment	7.4	10.2
Capital work-in-progress	8.8	8.5
Investment Property	22.4	22.7
Goodwill	66.0	66.0
Other Intangible assets	0.5	0.6
Financial Assets		
(i) Investments	703.7	596.8
(ii) Trade receivables	17.2	22.0
(iii) Loans	55.9	16.3
(iv) Others	4.7	0.2
Deferred tax assets (net)	15.9	-
Non Current Tax Assets	9.8	19.8
Non Current Assets	912.3	763.1
Inventories	952.0	1,171.2
Financial Assets		
(i) Investments	82.5	145.7
(ii) Trade receivables	162.1	76.1
(iii) Cash and cash equivalents	77.4	75.1
(iv) Bank balances other than (iii) above	12.3	8.9
(v) Loans	364.1	273.3
(vi) Others	201.6	125.7
Current Tax Assets (Net)	0.1	-
Other current assets	275.3	279.0
Current Assets	2,127.3	2,154.9
TOTAL	3,039.6	2,918.0

Key Highlights



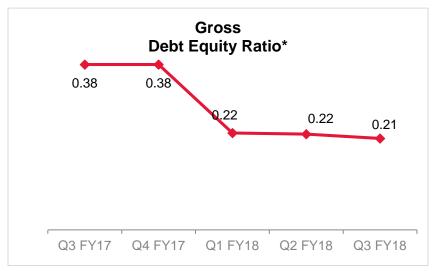


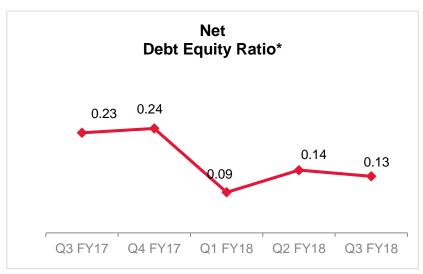


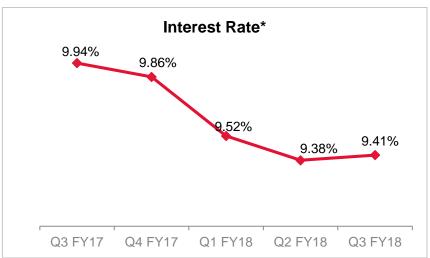


^{*} All data on consolidated basis and in accordance with IND AS.

Key Highlights







^{*} All data on consolidated basis and in accordance with IND AS. Interest rate has been calculated on loans taken from third parties.

Residential and IC & IC Business Performance

Residential and IC&IC Business' performance highlights for Q3 FY18

All figures in Rs Crore unless specified

Particulars	Resid	ential	IC 8	k IC
	Q3 FY18	YTD Dec FY18	Q3 FY18	YTD Dec FY18
Area Sold (msft) / Land Leased (acres)	0.25	0.75	22.94	43.16
Sales / Lease Income	156	405	54	101
Total Income	225	526	74	159
EBIDTA	56	89	42	79
EBIDTA Margin (%)	24.7%	16.9%	56.3%	49.5%
PAT	13	34	14	20
PAT Margin (%)	5.6%	6.4%	18.4%	12.4%
Net worth	1449 569		69	
Debt*	708 619			19
Debt Equity Ratio	0.	.5	1.	.1

Note: The numbers above for Q3 are based on management workings while YTD numbers are verified and reviewed by an independent Chartered Accountant firm. The above details are provided for better understanding of the performance of residential and Industrial Cluster business of the Company. Due care has been taken in compilation of the same by Management.

^{*} Debt represents funding from Banks/ Fl's / Third Parties, excluding any contribution made by promoters / strategic partners in the respective entities

Summary of Key Financials by legal entities for Q3 FY18

Key Legal Entities in Residential Business

All figures in Rs crore

Entity Name	Economic Interest	Total Income	EBIDTA	PAT	Debt	Net Worth
MLDL	100.0%	158.7	30.1	13.2	349.8	1,795.9
MHPL^	50.0%	75.4	10.3	5.2	# 878.3	25.4
MBDL^	70.0%	2.4	(5.1)	(5.3)	# 44.2	7.1
MITL	96.3%	15.8	5.6	2.8	75.0	92.5
MRDL	96.3%	7.1	2.1	1.7	_	93.3
MHDL^	25.0%	-	_	_	# 64.9	0.1
Total Residen	tial Business **					

Key Legal Entities in IC & IC Business

Entity Name	Economic Interest	Total Income	EBIDTA	PAT	Debt	Net Worth
MWCDL^	89.0%	22.7	12.4	1.3	402.6	126.0
MWCJL [^]	74.0%	51.3	29.6	15.1	289.1	270.4
MIPCL [^]	53.4%	_	(8.0)	(0.9)	49.0	172.4
ICPL^	50.0%	0.2	0.1	0.1	*127.6	0.1
Total IC & IC Business**						

Note: All numbers are for respective SPV's on standalone basis and are aggregated without considering any inter-company eliminations

^{^:} The entities are classified as JVs and are not consolidated in MLDL consolidation.

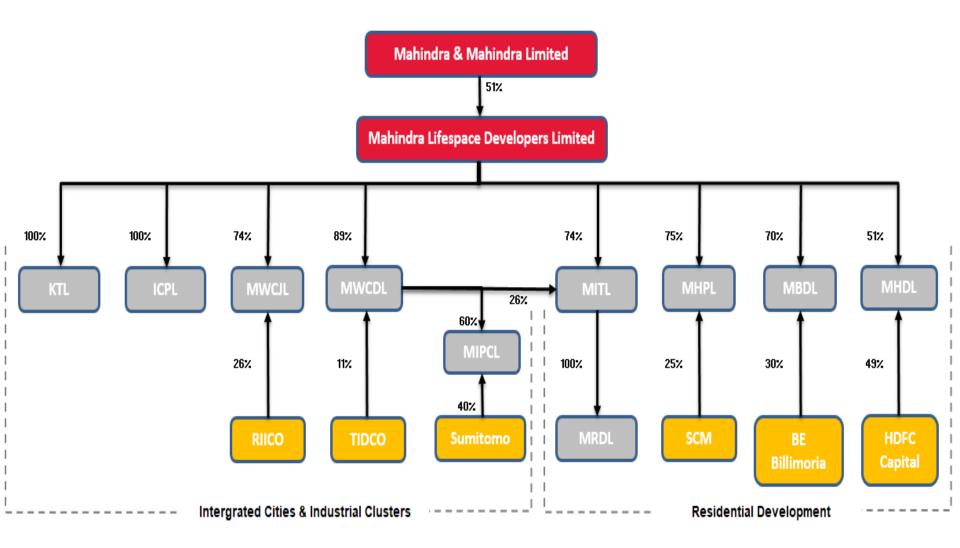
^{#:} In MHPL, debt numbers includes ~ 640 Cr of contribution by promoters in the form of OCDs and CCDs; In MBDL, debt number includes ~25 Cr of promoter contribution in the form of ICD; In MHDL, debt numbers includes ~40Cr of contribution by promotors and strategic partner (HDFC Capital) in form of OCDs and OCRPS.

^{*:} In ICPL, debt number represents contribution by promoter and strategic partner (IFC)

^{**:} All data on consolidated basis and as per the IAS.

Annexures

Structure Overview



Glossary

DTA	Domestic Tariff Area		
HDFC Capital	HDFC Capital Affordable Real Estate Fund-1		
ICPL	Industrial Cluster Private Limited		
IC&IC	Integrated Cities and Industrial Cluster		
IFC	International Finance Corporation		
IND AS	Indian Accounting Standards		
KTL	Knowledge Township Limited		
MBDL	Mahindra Bebanco Developers Limited		
MHDL	Mahindra Happinest Developers Limited		
MHPL	Mahindra Homes Private Limited		
MIPCL	Mahindra Industrial Park Chennai Limited		
MITL	Mahindra Integrated Township Limited		
MLDL	Mahindra Lifespace Developers Limited		
MMR	Mumbai Metropolitan Region		
MRDL	Mahindra Residential Developers Limited		
MWC	Mahindra World City		
MWCDL	Mahindra World City Developers Limited		
MWCJL	Mahindra World City (Jaipur) Limited		
NCR	National Capital Region		
RIICO	Rajasthan State Industrial Development & Investment Corporation Limited		
SCM	SCM Real Estate (Singapore), the investment arm of Standard Chartered Bank		
SEZ	Special Economic Zone		
TIDCO	Tamil Nadu Industrial Development Corporation Limited		

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Thank You

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