



Mahindra
LIFESPACES

INVESTOR PRESENTATION
Q1 FY2023

Mahindra Nestalgia
at Pimpri, Pune
Artist's impression

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The Company's operations have been impacted by the COVID-19 pandemic. Considering the evolving nature of the pandemic, its actual impact in future could be different from that estimated as on the date of this Presentation. The Company will continue to monitor any material changes to future economic conditions.

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, MITL, MRDL, MHDL, MWCDL, MWCJL, MIPCL & MIPPL).

INDEX

1 MLDL Overview

2 MLDL Residential

3 MLDL IC & IC

4 MLDL Financials

5 MLDL Leadership

1 MLDL Overview

Snapshot

At Glance

Stock Performance

Strengths

Strategy

Highlights – Operational & Financial

MLDL SNAPSHOT

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

25+ years
Of Legacy

Rs. 6262 cr
Market Capitalisation
as on 30th Jun'22

90+
Awards

Sustainable
Urbanization Mission

500+
Employees

2
Business Verticals:
IC&IC
Residential

32.14 msft
Development footprint
Of Residential Business

100%
Green Portfolio

5000+ acres
Development footprint of
IC&IC Business

3 cities
Presence in IC&IC
Business

19.26 msft
Completed Development
in Residential Business

14500+
Happy Residential
Customers

211
IC&IC Clients
across 3 locations
from 15+ countries

6 cities
Presence in Residential
Business

44
Residential Projects

MLDL AT GLANCE - EVOLUTION

Progressing on our way to achieve core purpose of following triple bottom line philosophy viz., People, Planet and Profit.



Entry



- Merger
- MWC Chennai Launch



MWC Jaipur Launch



- SCM JV
- Happinest Launch



- Sumitomo JV
- TERI Partnership



- Financial Partnership
- Rights Issue
- Origins Launch



- Origins Chennai Launch
- Origins Ahmedabad development
- IFC Partnership



- 100th client at MWC Jaipur

1994

Mahindra Group forays into real estate business as Mahindra Realty & Infrastructure Developers Limited (MRIDL)

2001-2002

- MRIDL and GESCO merge to form Mahindra Gesco Developers Ltd.
- Launches its first large format integrated business city - Mahindra World City (MWC), Chennai

2007

Launch of second World City at Jaipur

2013-2014

- JV with **SCM Real Estate (Singapore) Pvt. Ltd.** for residential project development
- Launch of new business vertical - Happinest focused on low-cost housing

2015-2016

- JV with **Sumitomo Corp.** for establishing industrial park in North Chennai.
- Partnered with TERI to set up Mahindra TERI Centre of Excellence for Sustainable Habitats

2017-2018

- Partnered with HDFC Capital
- Rights Issue of Rs. 300 cr
- Launched Industrial Clusters brand - 'ORIGINS'

2019 - 2020

- Launch of Origins Chennai
- Commenced development in Origins Ahmedabad
- Partnered with IFC for MWC Jaipur and Origins Ahmedabad

2021-2022

- Achieved milestone of 100th client at MWC Jaipur
- Launched India's first Net Zero Project

MLDL AT GLANCE - AWARDS AND RECOGNITIONS

We have been recognized in many facets - Top Builder, Great Place to Work, Sustainability and many more

2021

1. MWC in Chennai and Jaipur ranked as **Leaders** in the Industrial Parks Rating for SEZs by DPIIT, Government of India
2. Ranked as a Climate Change **'Leader'** in India by CDP, an international non-profit
3. Bags **1st position** in "Sustainability Performance Award" category in 12th edition of Corporate Governance & Sustainability Vision Awards – 2022 (**3rd year in a row**) by ICC

2020

1. MWC in Chennai and Jaipur recognized as **most promising global free zones** by fDi magazine
2. Awarded for **Sustainable Performance and Corporate Social Responsibility** by Indian Chamber of Commerce at Corporate Governance and Sustainability Vision Award 2020

2019

1. Ranked 17th in the list of **Great Places to Work in India**, in the 'Mid-sized Companies' category
2. MWC in Chennai received **bespoke award in deployment of technology** at fDi Global Free Zones of the Year 2019

2018

1. Ranked among the **'Top 100 Best Companies for Women in India'**
2. 'Nova' at Mahindra World City, Chennai recognised as **Low Cost Housing Apartment Project** of the Year at 5th NDTV Property Awards 2018

2017

1. Mahindra World City recognised as **Best PPP model** at 5th Businessworld Smart Cities Conclave & Awards 2017
2. Received **Golden Peacock Environment Management Award** 2017.

2016

1. Porter Prize for **Excellence In Governance** at India's National Competitiveness Forum (NCF) 2016
2. Ranked **2nd in Asia**, in the 'Diversified'/'Listed' category of real estate companies, in the Global Real Estate Sustainability Benchmarking (**GRESB**) report

MLDL AT GLANCE - SUSTAINABILITY

1st & only Indian Real Estate Company to publish a Sustainability Report

Committed to Net Zero (Energy, Water, & Waste) Developments by 2030

100% Green portfolio since 2014

CSR Budget allocated for Environment, Education, Health & Community Development, Women Empowerment initiatives

ESG Initiative:

1. **Environment** - Build Ecological Capital
2. **Social** - Build Social & Human Capital
3. **Governance** - Build Financial Capital



Recognized by **CDP, TCFD, GRI & GRESB**

1. CDP A- rank in Climate Disclosure & CDP A Rank in Supply Chain
2. Plan to become carbon neutral by 2040, signatory to SBTi
3. Ranked 1st in Asia in GRESB Public Disclosure

Mahindra **TERI Center of Excellence** for research on environment related activities

Founding member of **voluntary Business Charter on 'Value-chain Approach to Decarbonize the Building and Construction Sector in India'**

Green Army: mission to create 1 million caring citizens
Launched **Online** module due to Covid-19



1st position for Sustainability Performance



MWC Chennai is India's first certified zero waste to landfill city



India's 1st Net Zero Energy Residential Building




MWC Jaipur received C40 Stage 2 Certification

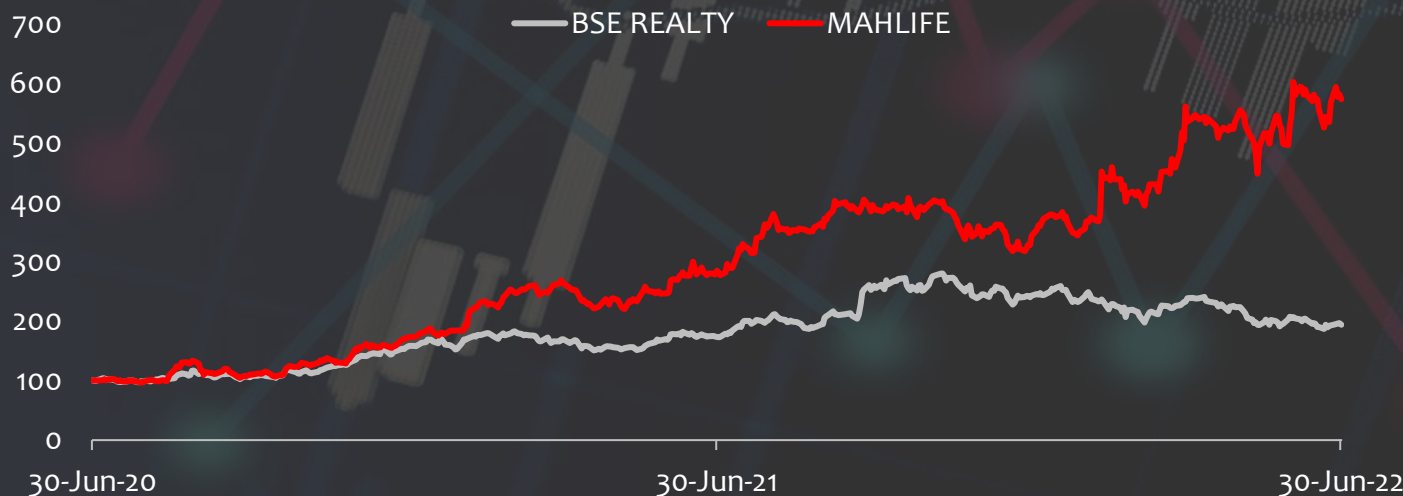
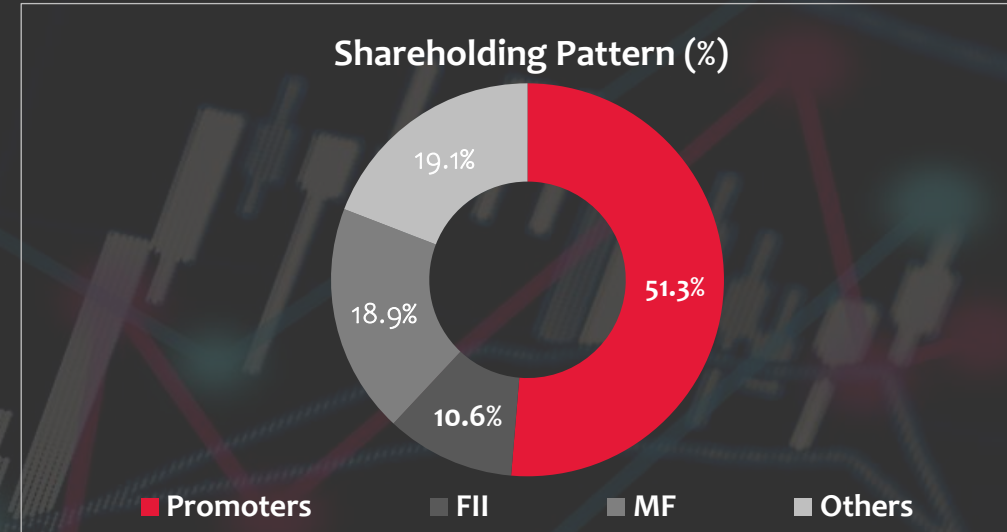


'Plaque Award' for Special Recognition in Category II - Climate Change
ICAI International Sustainability Reporting Awards

MLDL STOCK INFORMATION

As on 30th June 2022

 Market Capitalization	INR 6,262 cr
 Shares Outstanding	15.45 cr
 Free Float	3,047 cr
 Symbol (BSE) / (NSE)	532313 / MAHLIFE



Key Institutional Investors

ICICI Prudential Asset Management Company Limited
Kotak Mutual Fund
First State Investments
L&T Mutual Fund
Nippon India Fund
Goldman Sachs

MLDL STRENGTHS

Organised players likely to benefit disproportionately

Stakeholders Preferences

- Buyers' inclination towards trusted developers with a strong delivery track record
- Landowners choose to deal with organised developers with strong balance sheet
- Lenders prefer funding reputed & well governed developers

Enhanced Affordability

- low interest rates
- Rise in income level
- Increase in household savings



Regulatory Reforms

- RERA – Transforming the RE landscape
 - Shift of purchasing power to buyers
 - Builder's accountable for timely delivery & quality
 - Financial discipline & transparency
- Demonitisation: Demand significantly dominated by end consumer
- GST: Operational transparency

Government Initiatives

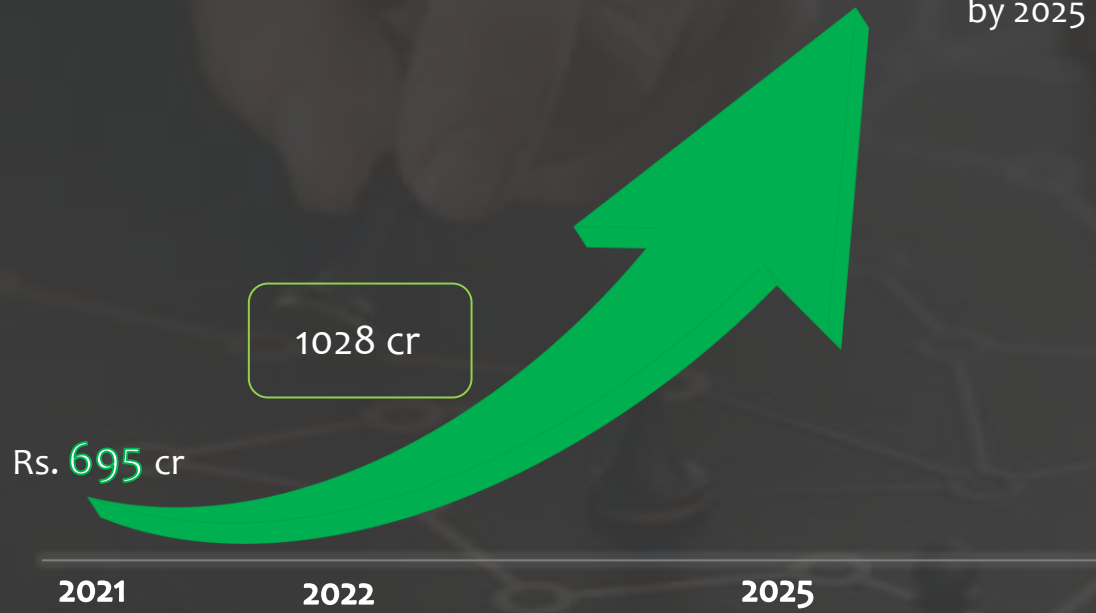
- Pradhan Mantri Awas Yojna Scheme
- Affordable Rental Housing Scheme
- Performance Linked Incentive Schemes

MLDL STRATEGY

RESIDENTIAL

Annual Sales

Rs. **2500** cr
by 2025



MMR, Pune & Bengaluru
Target Markets

0.5 to 1.5 msft
Development potential per project

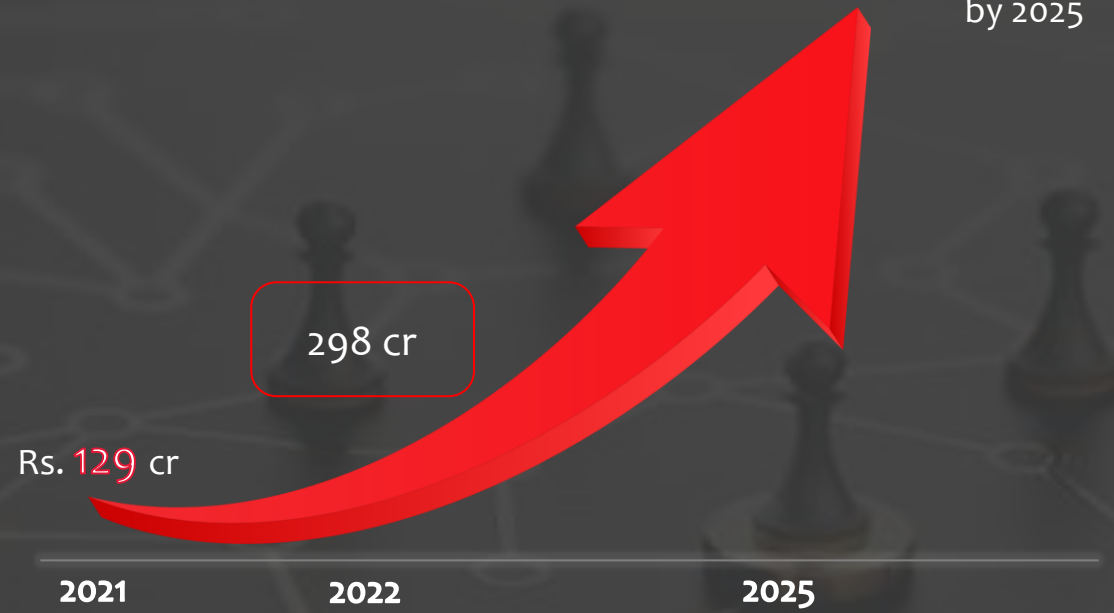
3-4
Land acquisitions every year, worth sales potential of Rs. 2000 cr

Non-speculative
Land acquisitions in well-developed micro markets

IC & IC

Annual Lease

Rs. **500** cr
by 2025



Accelerated leasing
across all existing locations with enhanced deal size

Origins Ahmedabad
Sales Activation

Origins Pune & Origins Chennai Ph2
Launch of new parks

Exploring allied opportunities in Build to Suit lease premises

MLDL HIGHLIGHTS - OPERATIONAL

Q1 FY 2023

FY 2022

RESIDENTIAL *

During Q1FY23, signed an agreement to acquire a land parcel in Pimpri having development potential of ~2.14 msft.


 **0.65** msft
Sales Volume
(RERA Carpet Area: 0.39 msft)

 **1.05** msft
Launches


 **1.28** msft
Sales Volume
(RERA Carpet Area: 0.80 msft)

 **1.27** msft
Launches

 **Rs. 602** cr
Sales Value


 **0.02** msft
Completions

 **Rs. 1028** cr
Sales Value

 **1.30** msft
Completions

 **Rs. 271** cr
Collections

 **395** units
Handovers

 **Rs. 1153** cr
Collections

 **925** units
Handovers

INTEGRATED CITIES & INDUSTRIAL CLUSTERS

42.3 acres leased to **9** customers for **Rs. 118** cr at
MWC Jaipur

110.6 acres leased to **18** customers for **Rs. 298** cr
MWC Chennai: Leased **15.6** acres to **1** customer
MWC Jaipur: Leased **95** acres to **17** customers

MLDL HIGHLIGHTS – FINANCIAL (TBU)

(Rs. cr, unless specified)

CONSOLIDATED RESULTS	Q1 FY23	Q4 FY22	Q1 FY22
Income from Operations	94.6	161.8	148.2
Other Income	22.8	(6.7)	6.0
Total Income	117.3	155.0	154.2
Profit/ (Loss) Before Tax & Share in Net Profit / (Loss) of Associates	20.4	50.6	(20.9)
Share in Net Profit / (Loss) of Associates	62.8	27.3	1.4
Profit Before Tax	83.3	78.0	(19.5)
Net Profit / (Loss) for the period	75.7	137.7	(14.0)
Net Profit / (Loss) after Non-Controlling Interest	75.4	136.8	(13.9)

CONSOLIDATED RESULTS	FY22	FY21	FY20
Total Income	408.2	187.8	645.9
EBIDTA*	15.5	(59.8)	(46.3)
Net Profit / (Loss) after Non-Controlling Interest	154.5	(71.7)	(193.4)
Net Worth (excluding Non-Controlling Interest)	1,864.6	1,631.1	1,701.3
Net Debt to Equity Ratio	0.07	0.07	0.06
Cost of Debt	6.8%	7.1%	8.7%

INDEX

1 MLDL Overview

2 MLDL Residential

3 MLDL IC & IC

4 MLDL Financials

5 MLDL Leadership

2 MLDL Residential

Introduction

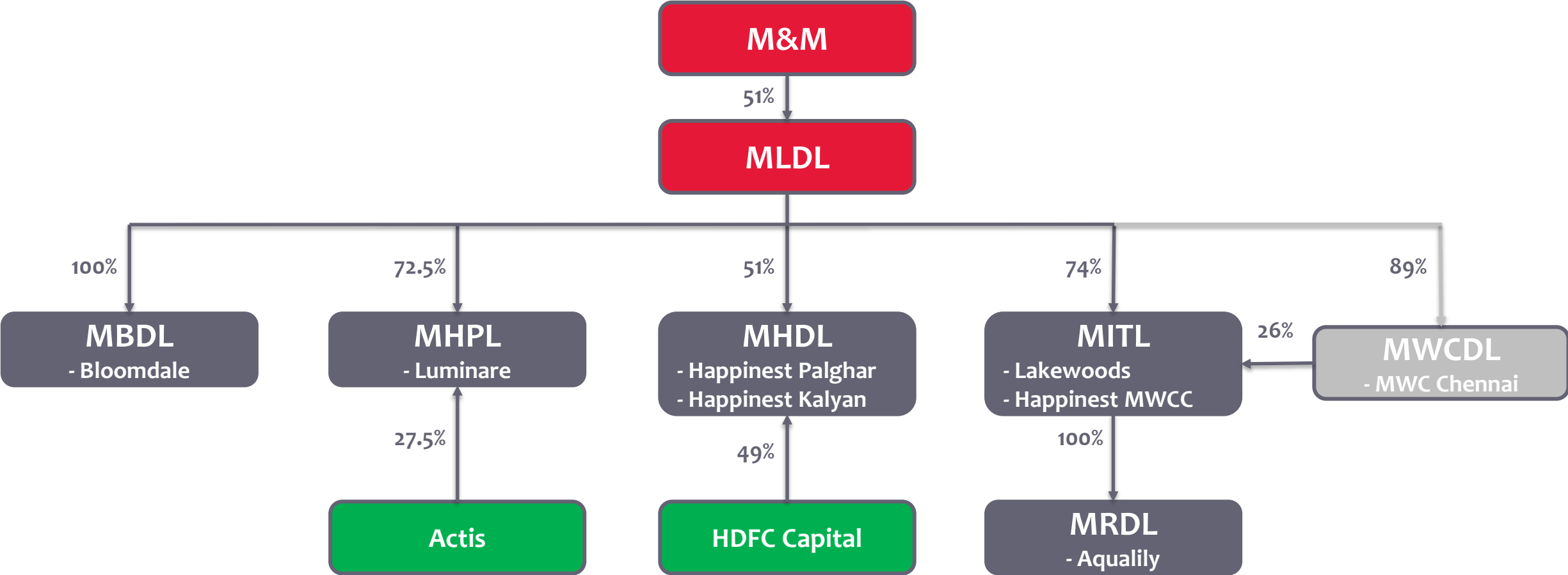
Historical Trend

Project Portfolio

Sustainable Future Cash Flows

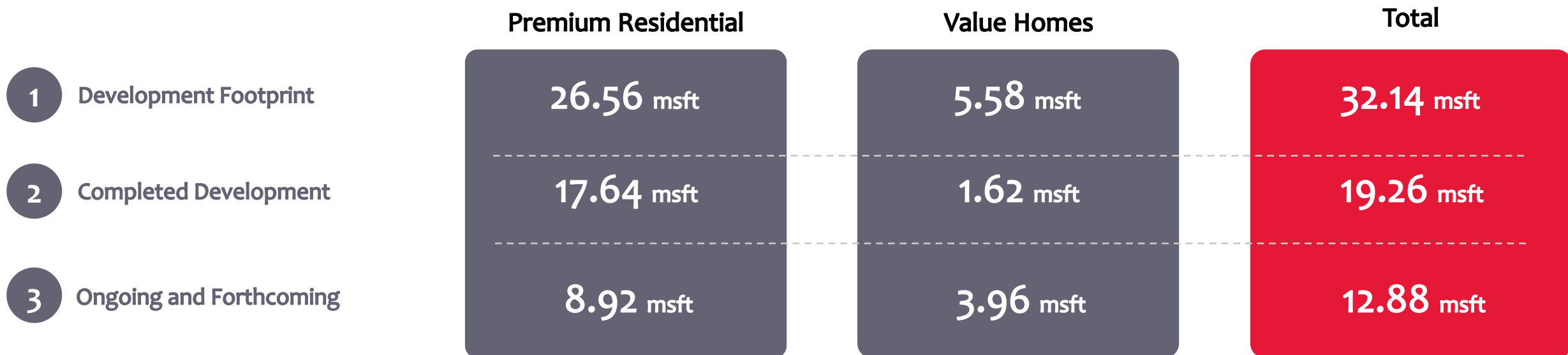
Robust Technology

MLDL RESIDENTIAL | INTRODUCTION - STRUCTURE OVERVIEW



MLDL RESIDENTIAL | INTRODUCTION

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



Roots, Mumbai (Under Construction)



Lakewoods, Chennai (Under Construction)



Alcove (Under Construction)



Happinest Kalyan (Under Construction)



Vicino (Actual Image)

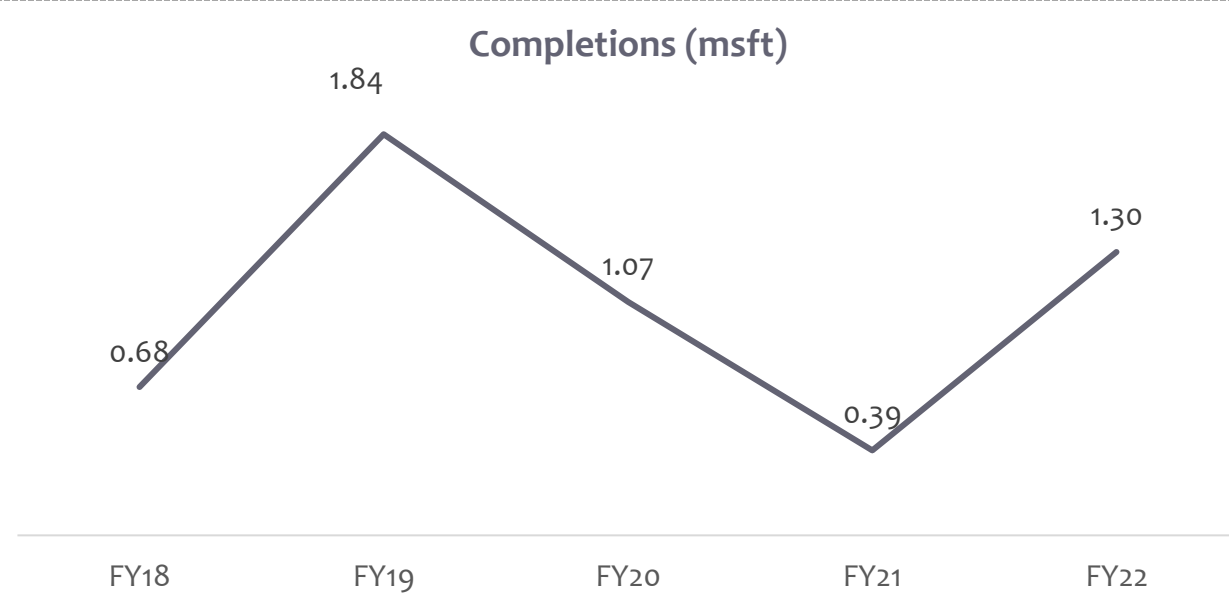
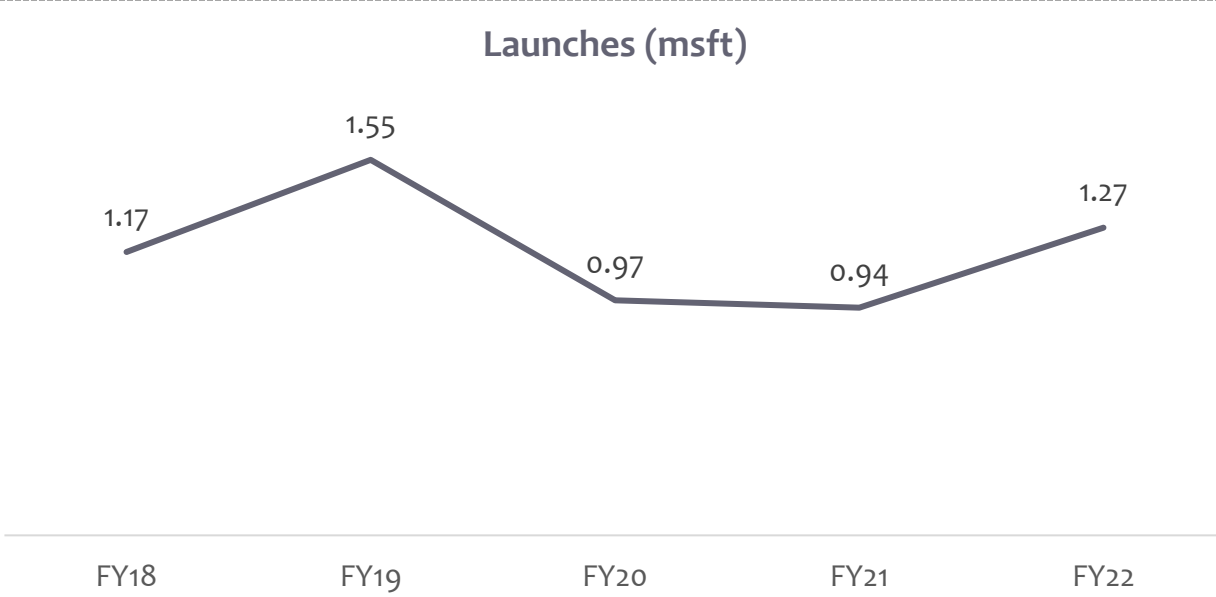
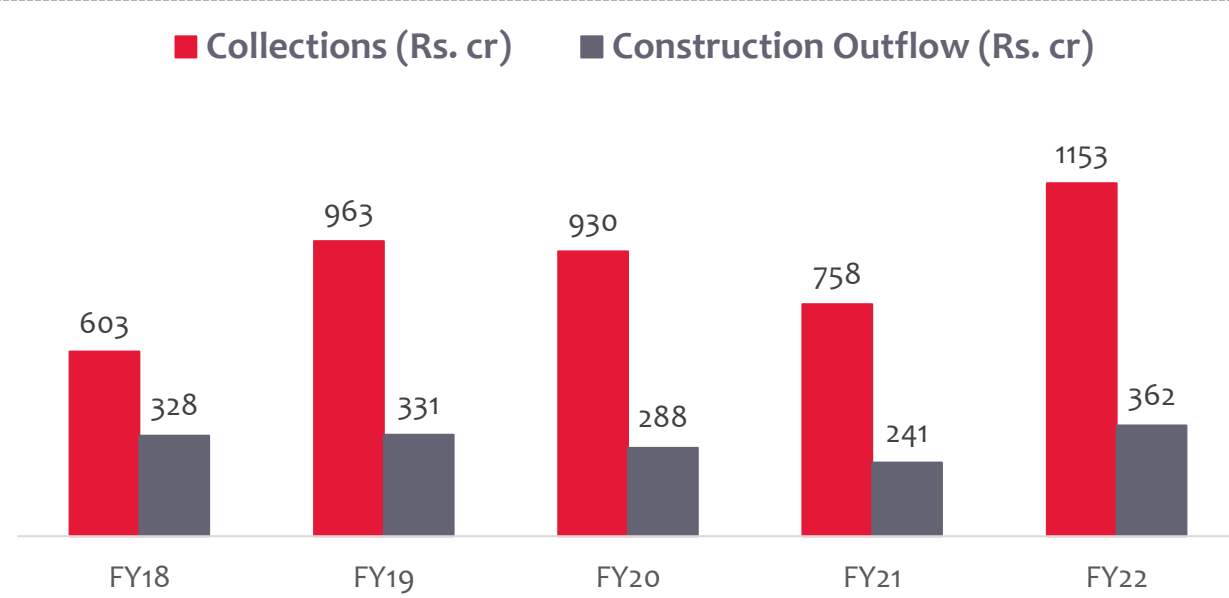
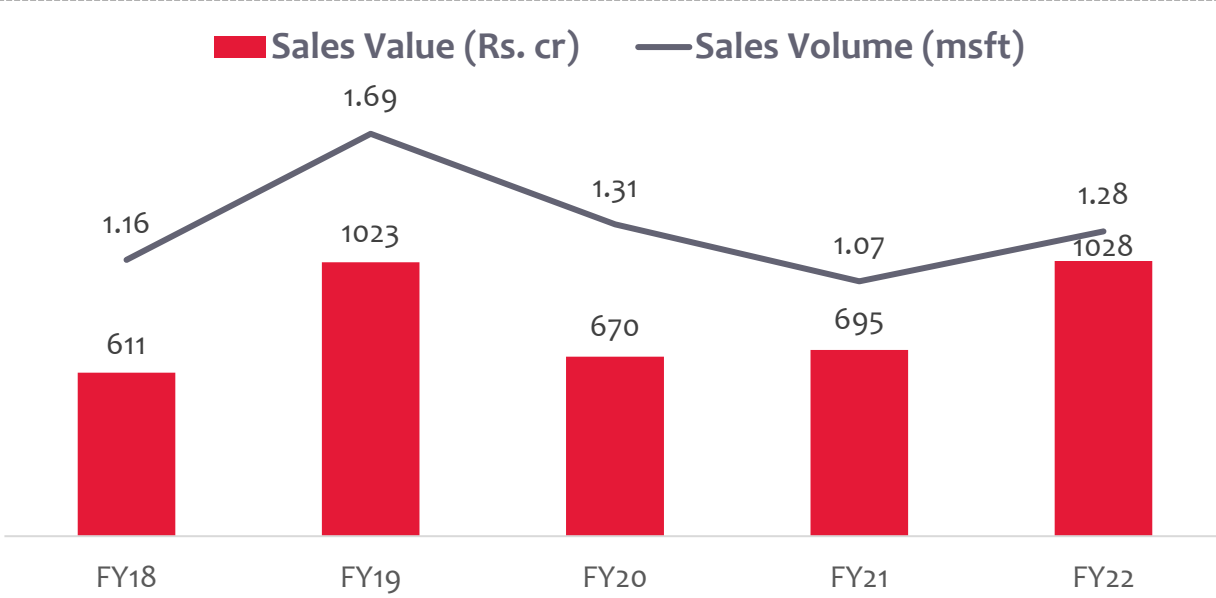


Happinest Palghar Ph 1 (Actual Image)

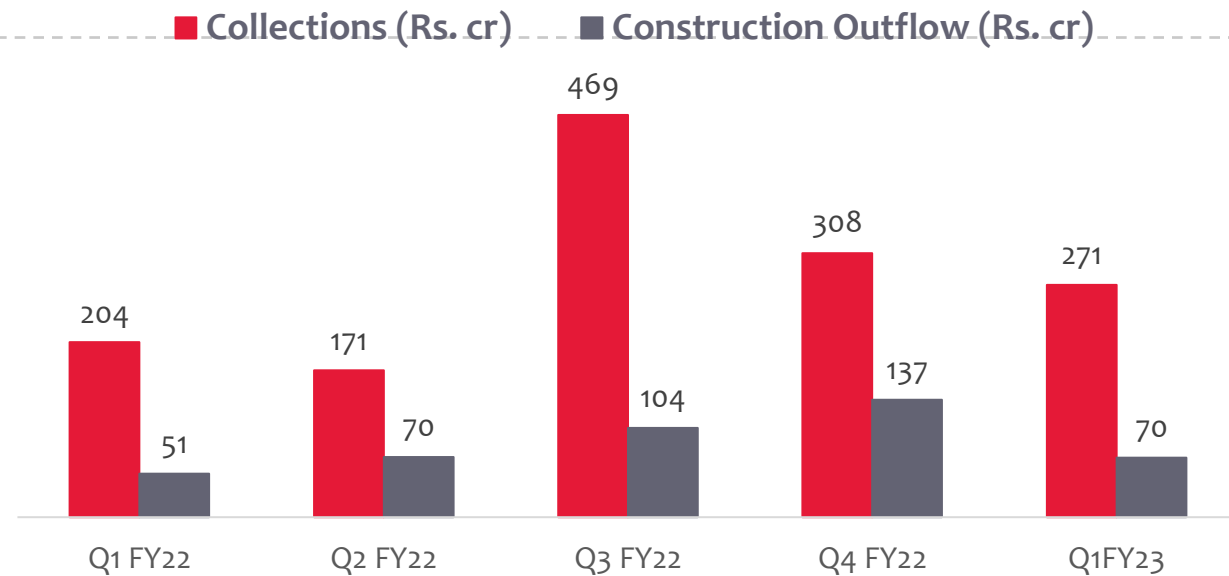
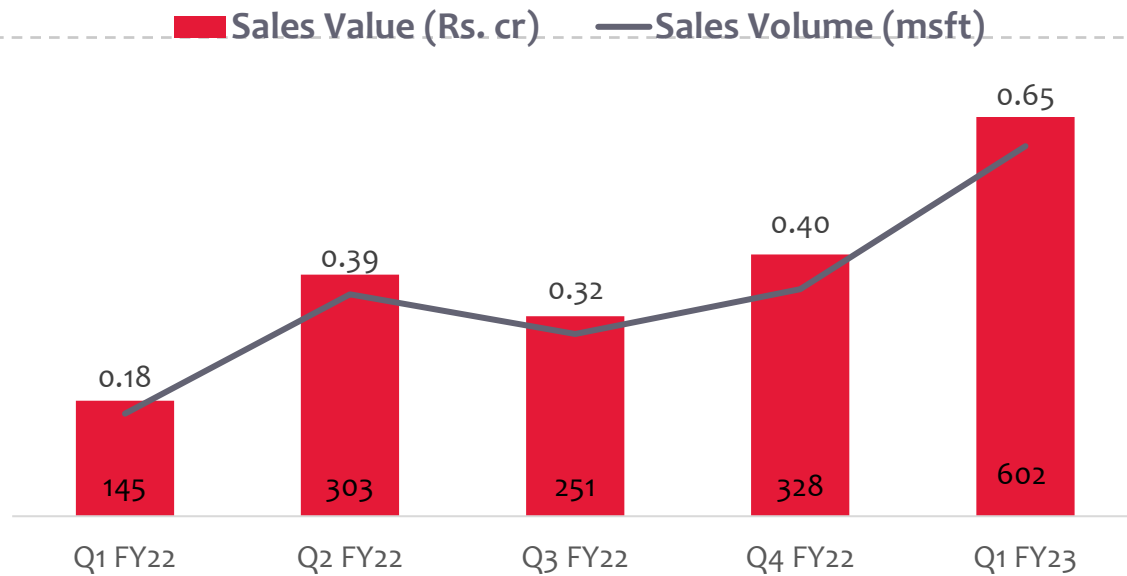


Luminare, NCR (Actual Image)

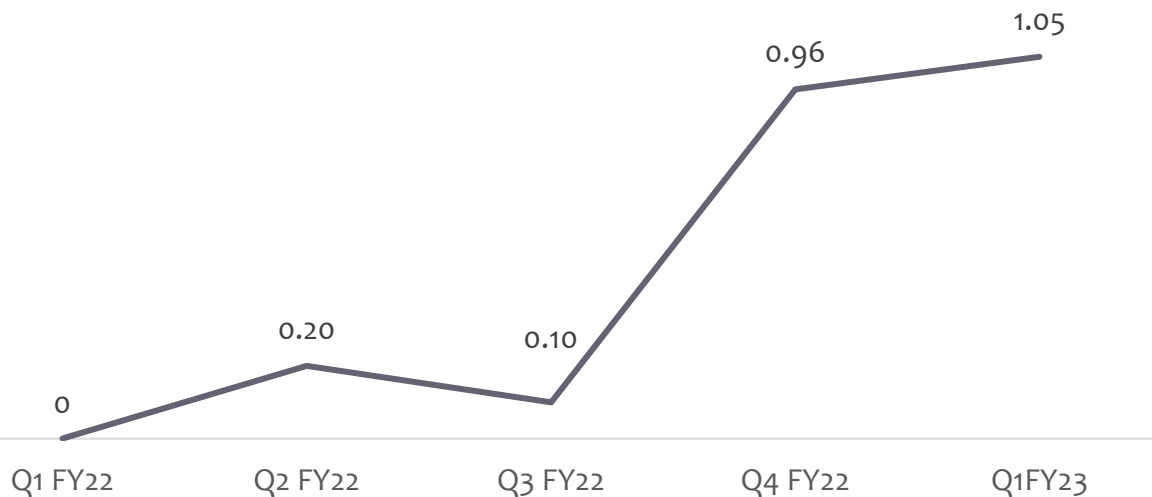
MLDL RESIDENTIAL | HISTORICAL TREND - ANNUAL



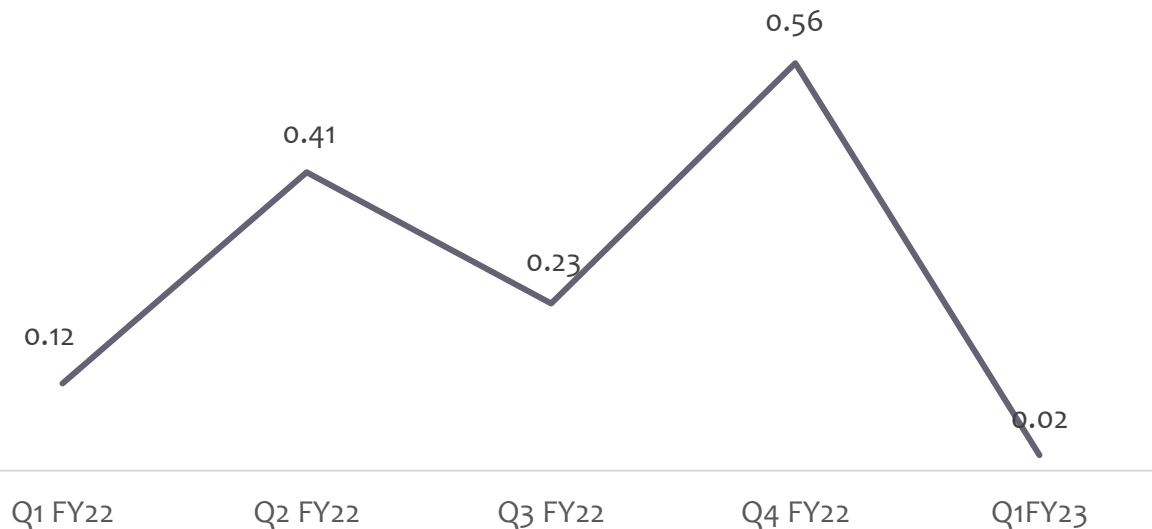
MLDL RESIDENTIAL | HISTORICAL TREND - QUARTERLY



Launches (msft)



Completions (msft)



MLDL 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	Roots	0.14	0.14	0.00	NA	0.14	0.14	175	84%
	Vicino	0.26	0.26	0.00	NA	0.26	0.23	399	77%
	Alcove #	0.39	0.39	0.00	NA	0.39	0.11	159	40%
Pune	Centralis	0.34	0.34	0.16	0.16	0.18	0.18	113	62%
NCR	Luminare #	1.20	1.20	0.77	0.77	0.43	0.19	252	16%
Nagpur	Bloomdale	1.55	1.55	1.04	1.04	0.52	0.49	240	64%
Bengaluru	Eden Kanakpura Ph1	0.79	0.40	0.00	0.30	0.40	0.30	213	18%
Chennai	Aqualily	1.58	1.51	1.35	0.00	0.16	0.00	0	37%
	Lakewoods	0.90	0.28	0.28	0.28	-	-	-	-
TOTAL		7.15	6.07	3.60	2.55	2.48	1.64	1552	54%

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 Palghar Ph 2	0.36	0.18	0.00	NA	0.18	0.12	42	82%
	Happinest Kalyan 1	0.84	0.84	0.00	NA	0.84	0.73	400	68%
	Happinest Kalyan 2	1.09	0.71	0.00	NA	0.71	0.15	75	4%
Pune	Happinest Tathawade	1.19	0.73	0.00	NA	0.73	0.45	263	18%
Chennai	Happinest Avadi	0.74	0.74	0.66	0.66	0.08	0.08	26	87%
	Happinest MWCC	0.41	0.21	0.00	NA	0.21	0.20	77	20%
TOTAL		4.63	3.41	0.66	0.66	2.75	1.73	883	36%

MLDL RESIDENTIAL | PROJECT PORTFOLIO - FORTHCOMING PROJECTS

Future Phases of Ongoing Projects

Location	Project Name	Estimated Saleable Area (msft)
MMR	Meridian (Alibaug)	0.13
	Happinest Palghar Ph 2	0.18
	Happinest Kalyan 2 Ph 2	0.38
Pune	Happinest Tathawade	0.46
Bengaluru	Eden	0.39
Chennai	Aqualily	0.07
	Lakewoods	0.62
	Happinest MWCC	0.20
TOTAL		2.43

New Projects

Location	Project Name	Estimated Saleable Area (msft)
MMR	New Project (Dahisar) #	0.86
	New Project (Kandivali)	1.70
Pune	Nostalgia (Pimpri, Pune)	0.53
	New Project (Pimpri, Pune)	2.14
TOTAL		5.23

7.66 msft

Total Forthcoming Projects Area

6.44 msft

Forthcoming in Premium Residential

1.22 msft

Forthcoming in Value Homes

MLDL RESIDENTIAL | PROJECT PORTFOLIO - READY TO MOVE INVENTORY

Location	Project Name	Company	Balance units to sell
NCR	Luminare	MHPL	1
Pune	Centralis	MLDL	2
Chennai	Aqualily	MRDL	2
MMR	Happinest Boisar	MLDL	62
	Meridian (Alibaug)	MLDL	9
	Happinest Palghar 1	MHDL	93
TOTAL			169

Happinest Boisar



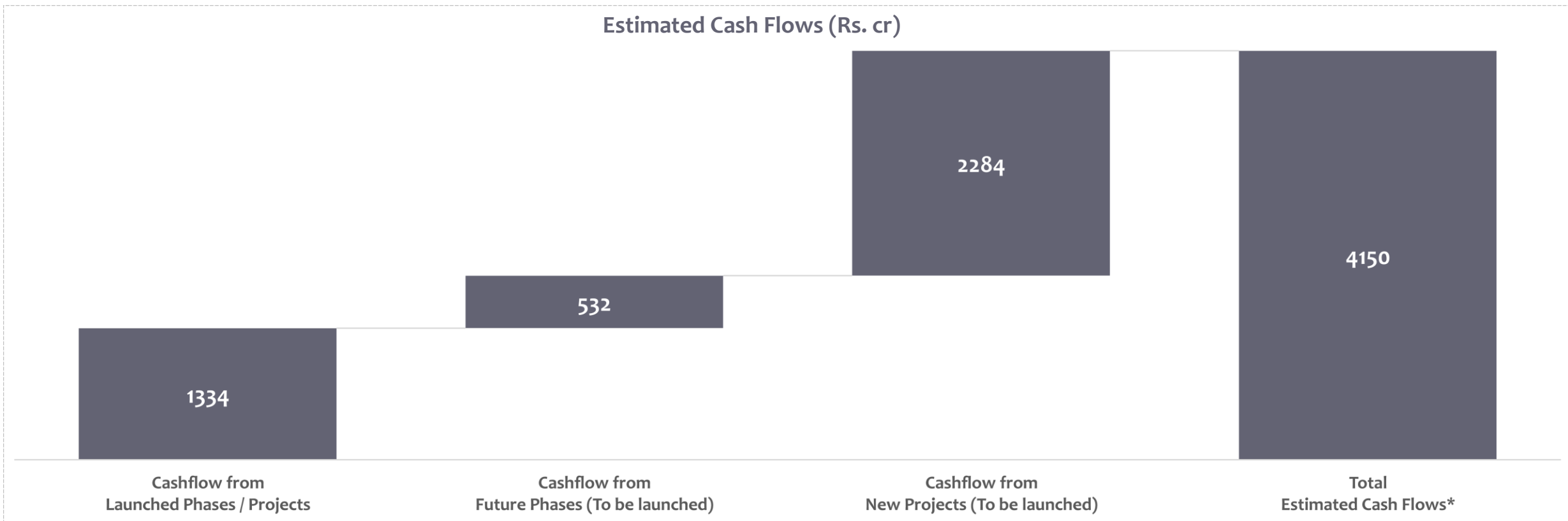
Meridian (Alibaug)



Happinest Palghar 1



MLDL RESIDENTIAL | SUSTAINABLE FUTURE CASH FLOWS



Launched Phases / Projects	Value (Rs. cr)
Sold Units & Estimated Sales ^	3827
Less: Amount Collected of Sold Units	1065
Less: Estimated Construction Cost #	1428
Net amount to be collected	1334

Future Phases (To be launched)	Value (Rs. cr)
Estimated Sales ^	1358
Less: Estimated Construction Cost #	826
Net amount to be collected	532

New Projects (To be launched)	Value (Rs. cr)
Estimated Sales ^	5521
Less: Estimated Construction Cost #	3237
Net amount to be collected	2284
Total	4150

nPulse

- Project Life Cycle Management (Integrated with SFDC & SAP)
- Budget Management
- Schedule Management
- Resource Planning
- Quality



salesforce

SFDC

- Lead and Customer Management
- Demands & Collections
- Customer Communication
- Customer Connect & Feedback (MLIFE Mobile App, Menu based Chatbots)
- Reporting & Dashboards

HappiEdge (Integrated with SFDC)

- Channel Partner Connect

SAP HANA

- ERP
- Financials
- Taxation
- Budget Management
- MM & Procurement



SELL.DO & IRIS

- Customer Acquisition (Lead & Opportunity Management, Landing Pages, Social Media Handles, Property Portals)

INDEX

1 MLDL Overview

2 MLDL Residential

3 MLDL IC & IC

4 MLDL Financials

5 MLDL Leadership

3 MLDL IC & IC

Introduction

In Detail

Land Inventory

MLDL IC & IC | INTRODUCTION

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

Integrated Cities

MWC Chennai

- 60 kms from city, Partnership with TIDCO
- Gross Area: 1524 acres

MWC Jaipur

- 20 kms from city, Partnership with RIICO
- Company owns an IT Park named 'eVolve'
- Gross Area: 2913 acres

Industrial Clusters

Origins Chennai

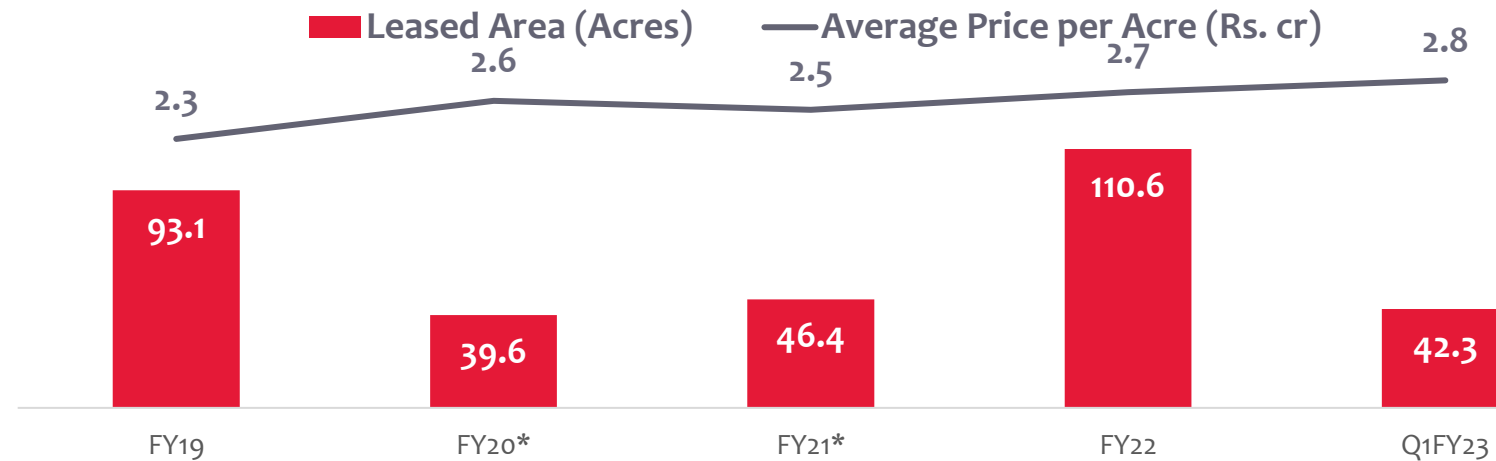
- 35 kms from city, Partnership with Sumitomo
- Gross Area: 289 acres

Origins Ahmedabad

- 75 kms from city, Partnership with IFC
- Gross Area: 340 acres

Origins Pune (Forthcoming)

- Gross Planned Area: 500 acres
- Land acquisition stage



Features



EXISTING ECOSYSTEM OF MARQUEE CUSTOMERS



CO-LOCATED RESIDENTIAL SPACES WITH SOCIAL INFRASTRUCTURE



PARTNERSHIP WITH GOVERNMENT



BUSINESS SUPPORT SERVICES



PLUG 'N' PLAY INFRASTRUCTURE



SUSTAINABLE AND SMART

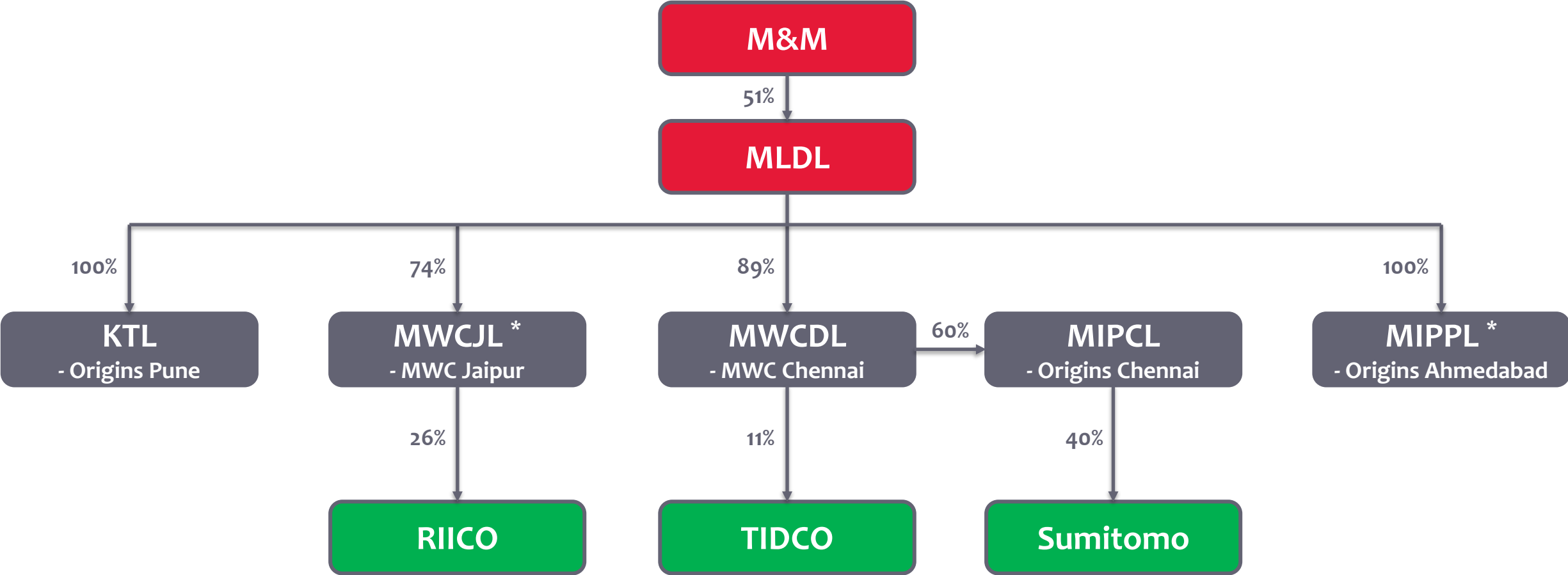


ACCESS TO SKILLED WORKFORCE



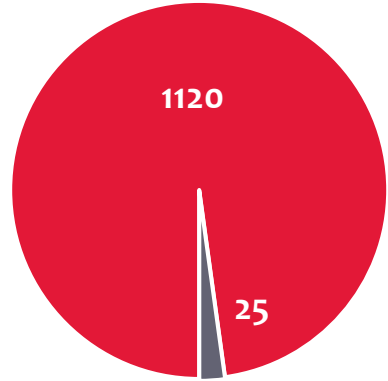
HASSLE FREE TRANSACTION

MLDL IC & IC | INTRODUCTION - STRUCTURE OVERVIEW



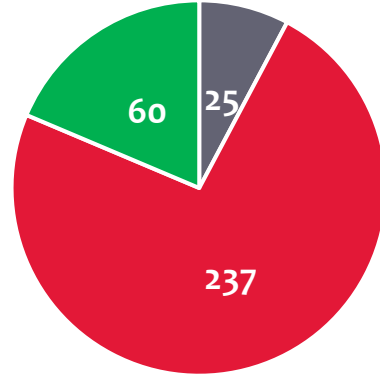
MWC, Chennai

Leasable Area: 1145 acres



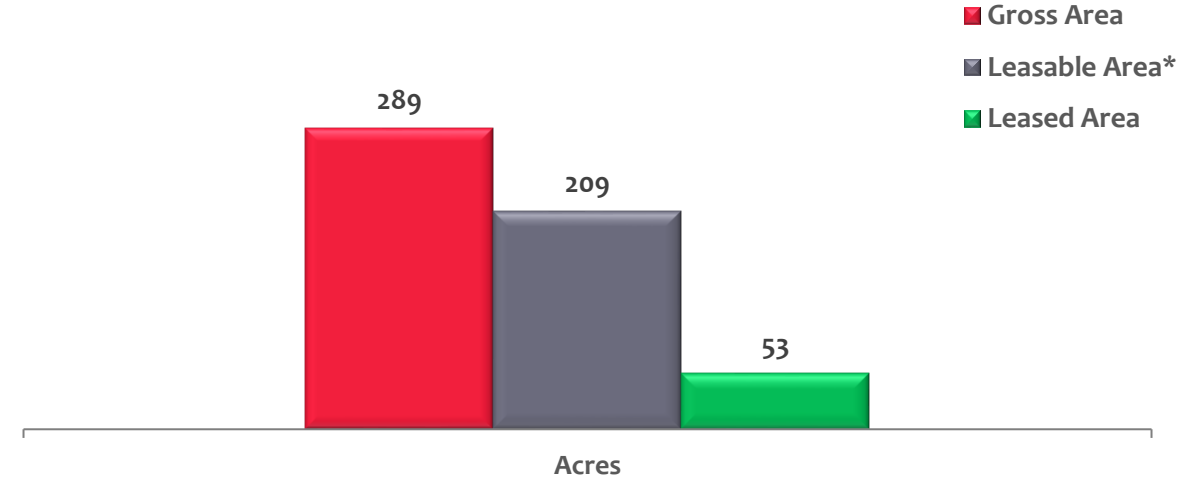
■ Leased ■ Unleased

Balance Inventory in MWCDL



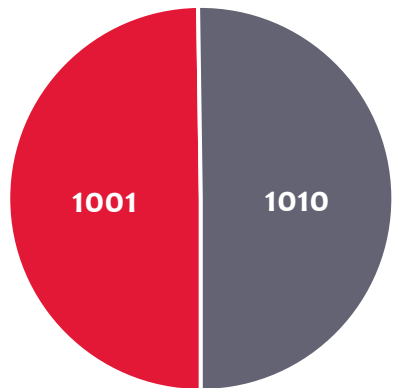
■ MWC Chennai ■ Origns Chennai Ph 2
■ Outside MWC Boundary

Origins, Chennai



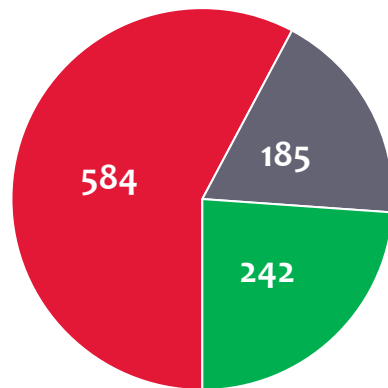
MWC, Jaipur

Leasable Area: 2011 acres



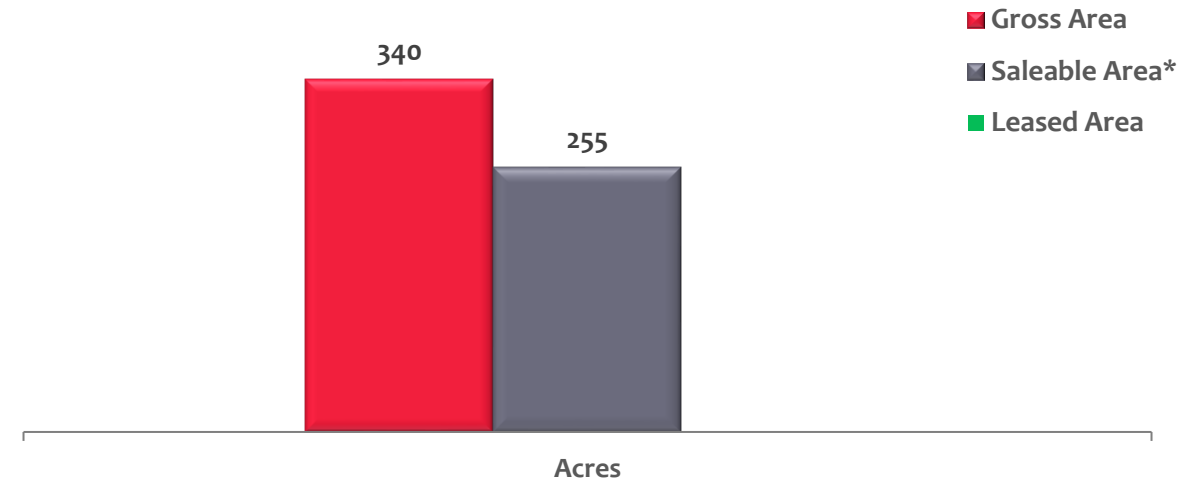
■ Leased ■ Unleased

Balance Inventory



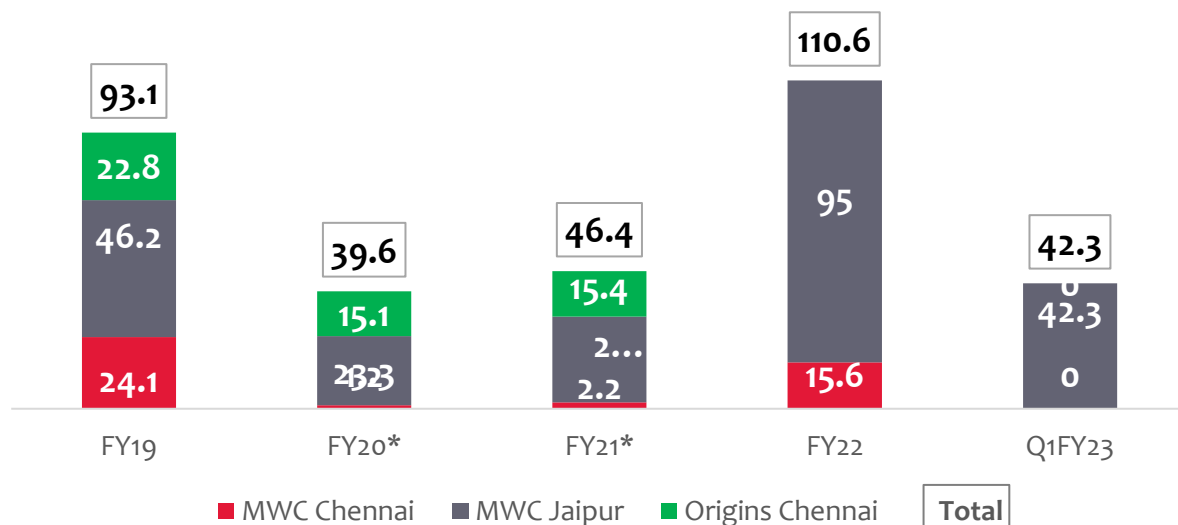
■ SEZ ■ DTA ■ Resi & Social

Origins, Ahmedabad

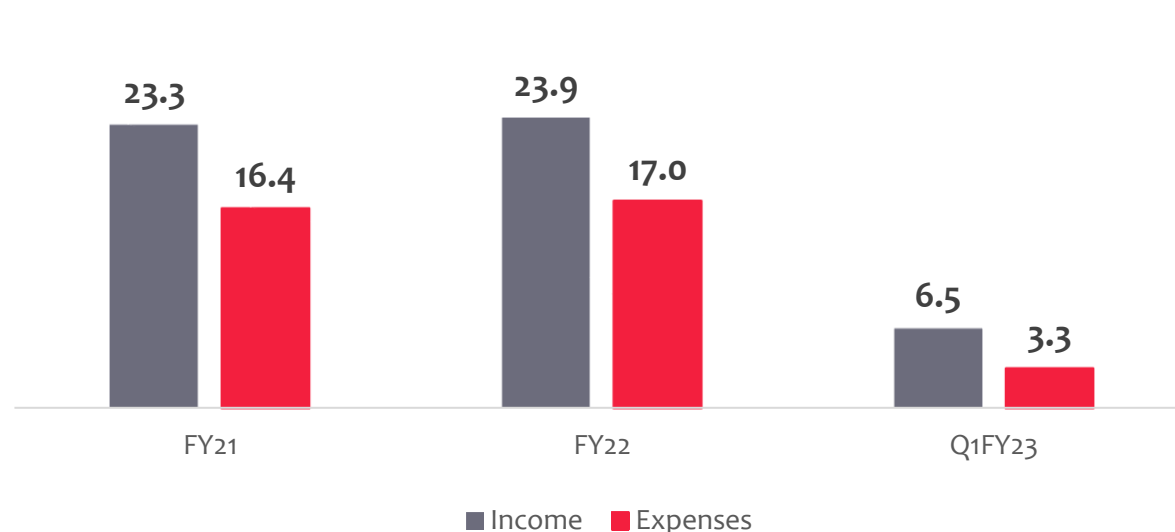


MLDL IC & IC | DETAILS

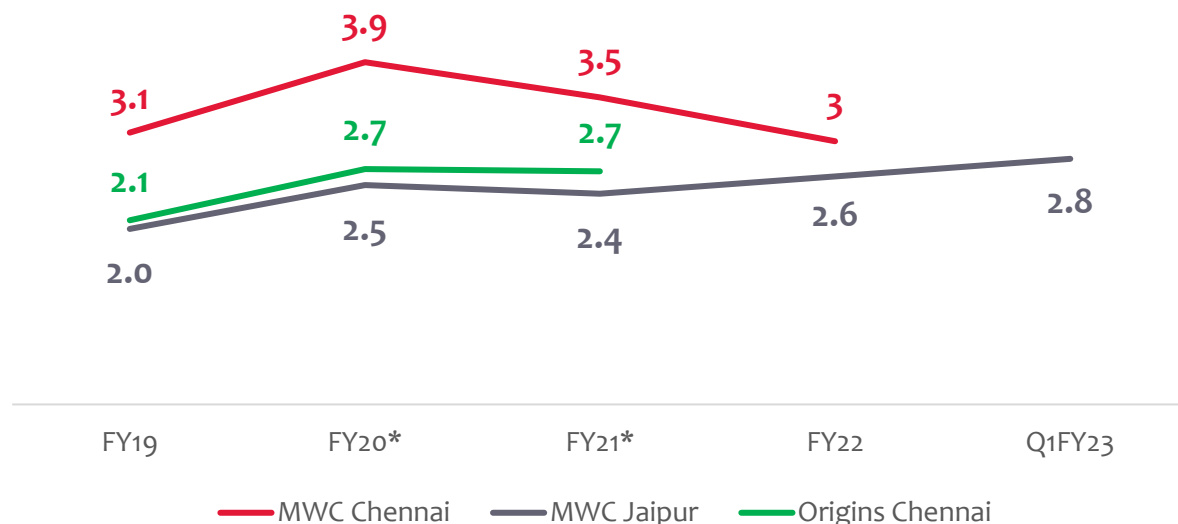
Leased Area (Acres)



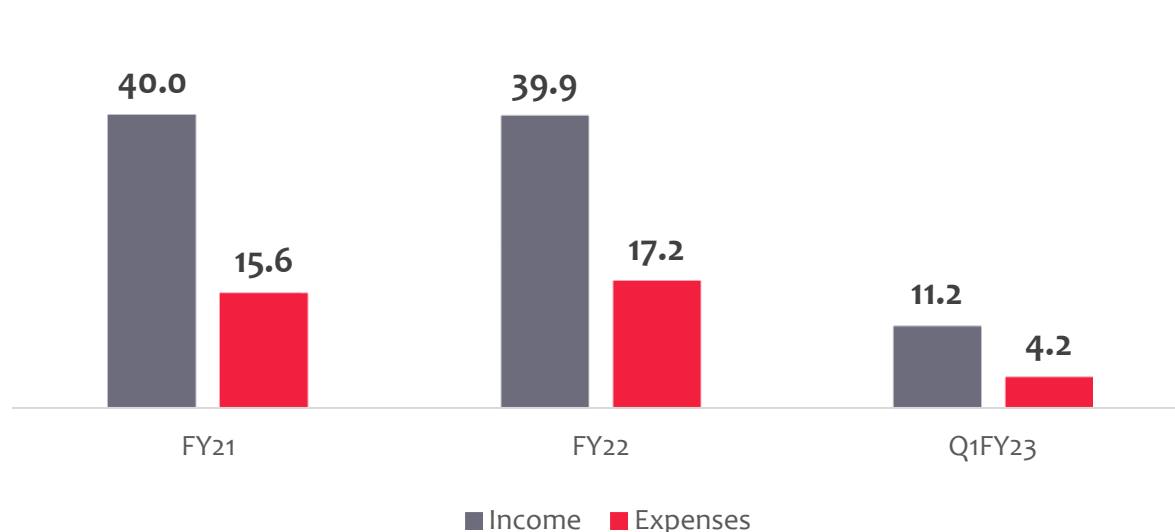
Park O&M, MWC Chennai (Rs. cr)



Average Price Per Acre (Rs. cr)

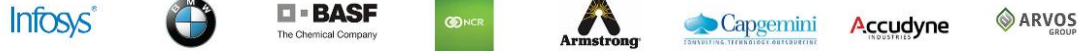


Park O&M & eVolve, MWC Jaipur (Rs. cr)



MWC Chennai

83 customers (68 operational)



Infosys Campus



BMW



Central Avenue



MWC Jaipur

121 customers (69 operational)



Metlife



DTA Zone



Infosys Circle



Origins Chennai

7 customers (1 operational)



Yanmar



USUI Susira



Nissei Electric



Origins Ahmedabad

NH Access



Under Construction Site



Under Construction Site



MLDL | LAND INVENTORY - ASSETS WITH DEEP VALUE

Land Name	Location	Gross Area (acres)	Development Plan #
Ghodbundar Road, Thane	MMR	68	Planned as Mixed-use Development. Under approvals.
Murud, Raigad	MMR	1291	Under study & evaluation stage.
Pune	Pune	500 *	Planned to be developed as Origins, Pune. Under land aggregation stage to ensure contiguity.
MWC Chennai (Residential Zone)	Chennai	100	25 acres land proposed to be converted for Industrial use. Balance to be monetized through residential development / plotted & outright leasing.
MWC Chennai (Outside Boundary Land)	Chennai	60	Planned as land sale.
Gummidpundi (Origins Chennai Ph 2)	Chennai	225 *	Under land aggregation stage to ensure contiguity.
TOTAL		2244	

INDEX

1 MLDL Overview

2 MLDL Residential

3 MLDL IC & IC

4 MLDL Financials

5 MLDL Leadership

4 MLDL Financials

Consolidated Results

Segment Performance

MLDL FINANCIALS | CONSOLIDATED RESULTS - PROFIT & LOSS

PROFIT & LOSS STATEMENT	Q1 FY23	Q4 FY22	Q1 FY22	FY22
Income from Operations	94.6	161.8	148.2	393.6
Other Income	22.8	-6.7	6.0	14.7
Total Revenues	117.3	155.0	154.2	408.2
Operating Expenses	82.8	139.4	137.2	303.1
Employee Remuneration & Benefits	21.3	17.6	22.8	83.6
Finance Costs	1.8	1.5	1.2	6.5
Depreciation & Amortisation	2.4	2.3	1.5	6.5
Administration & Other Expenses	22.5	40.5	12.4	96.3
Total Expenditure	130.7	201.2	175.1	496.1
Exceptional Items	33.8	96.8	0.0	96.8
Profit from Ordinary Activities before Tax & Share in Net Profit / Loss of Associates	20.4	50.6	-20.9	9.0
Share in Net Profit / (Loss) of Associates	62.8	27.3	1.4	90.3
Profit from Ordinary Activities before Tax	83.3	78.0	-19.5	99.3
Less : Provision for Current Taxation	0.9	5.5	1.0	9.3
Less : Provision for Deferred Taxation	6.7	-65.2	-6.4	-71.8
Net Profit for the period	75.7	137.7	-14.0	161.7
Less: Minority Interest	0.3	0.8	-0.2	7.2
Net Profit / (Loss) after Taxes and Minority Interest	75.4	136.8	-13.9	154.5

MLDL FINANCIALS | CONSOLIDATED RESULTS - BALANCE SHEET

EQUITY & LIABILITIES	Q1 FY23	FY22
Equity Share Capital	154.5	154.5
Other Equity	1,710.1	1,634.0
Networth	1,864.6	1,788.5
Non-Controlling Interest	49.3	49.1
Financial Liabilities		
(i) Borrowings	60.1	60.1
(ii) Lease Liabilities	2.3	3.0
(iii) Other Financial Liabilities	1.8	1.8
Provisions	4.5	4.3
Deferred Tax Liabilities (Net)	-	-
Other Non-Current Liabilities	-	-
Non-Current Liabilities	68.7	69.2
Financial Liabilities		
(i) Borrowings	267.2	220.4
(ii) Lease Liabilities	2.9	2.8
(iii) Trade Payables	161.2	173.3
(iv) Other Financial Liabilities	39.3	36.2
Other Current Liabilities	802.7	670.4
Provisions	12.6	12.3
Current Tax Liabilities (Net)	15.1	15.2
Current Liabilities	1,300.9	1,130.6
Liabilities associated with Assets Held for Sale	-	-
TOTAL	3,283.6	3,037.4

ASSETS	Q1 FY23	FY22
Property, Plant and Equipment	13.2	11.8
Right of Use Assets	4.9	5.6
Capital Work-In-Progress	2.6	3.4
Investment Property	19.8	20.0
Goodwill and Other Intangible Assets	66.2	66.1
Financial Assets		
(i) Investments	681.2	622.3
(ii) Trade Receivables	-	-
(iii) Loans	4.4	4.4
(iv) Other Financial Assets	15.3	15.4
Deferred Tax Assets (Net)	72.2	78.9
Other Non Current Tax Assets	79.6	73.0
Non Current Assets	959.3	900.9
Inventories	1,726.1	1,441.9
Financial Assets		
(i) Investments	30.1	0.0
(ii) Trade Receivables	113.8	91.9
(iii) Cash and Cash Equivalents	141.0	198.4
(iv) Bank Balances other than (iii) above	30.6	27.1
(v) Loans	75.9	77.0
(vi) Other Financial Assets	15.7	51.0
Current Tax Assets (Net)	0.0	-
Other Current Assets	191.1	249.3
Current Assets	2,324.2	2,136.6
TOTAL	3,283.6	3,037.4

MLDL FINANCIALS | SEGMENT PERFORMANCE

SEGMENT RESULTS	Residential	IC & IC
	Q1 FY23	
Area Sold (msft) / Land Leased (acres)	0.65 msft	42.3 acres
Sales / Lease Income	602	118
Income from Operation	103	138
Other Income	23	0.4
Total Income	126	139
Cost of Sales	92	36
Gross Margins (%)	10%	74%
Less other Operating Expenses	44	6
EBIDTA (excluding Other Income)	-33	96
Less Interest and Depreciation	4	10
Add Exception Item - Gain / (Loss)	34	
Less Provision for Tax	-20	22
PAT (before Non-Controlling Interest)	39	65
PAT (after Non-Controlling Interest)	27	48
PAT Margin (%)	27%	35%
Net worth [§]	1,571	884
Net Debt [#]	1	303
Net Debt to Equity Ratio	0.00	0.34

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.

INDEX

1 MLDL Overview

2 MLDL Residential

3 MLDL IC & IC

4 MLDL Financials

5 MLDL Leadership


5 MLDL Leadership

Management


Directors

MLDL LEADERSHIP | MANAGEMENT

Non-Executive Chairman

Arun Nanda 


Managing Director & Chief Executive Officer

Arvind Subramanian 

Chief Legal Officer

 **Parveen Mahtani**

Chief Financial Officer

 **Vimal Agarwal**

Chief People Officer

 **Krity Sharma**

Chief Business Officer - Industrial

 **Rajaram Pai**

Chief Marketing Officer

 **Viral Oza**

Chief of Design

 **Jitesh Donga**

Chief Sales & Service Officer

 **Vimalendra Singh**

Chief Project Officer

 **Sudharshan KR**

Chief Business Development & Liasioning Officer

 **Ashvin Iyengar**



Mr. Arun Nanda
(Chairman)

- Holds degree in Law, FCA & FCS
- Chairman of Mahindra Holidays & Resorts
- Chairman Emeritus of Indo-French Chamber of Commerce and Industry
- Former Chairman of CII Western Region
- Associated with the Group for over 45 years
- Honoured 'Knight of National Order of Legion of Honour' by President of French Republic.



Mr. Arvind Subramanian
(MD & CEO)

- B.Tech, from IIT, Madras and MBA from IIM, Ahmedabad
- Joined Mahindra Group as Chief Executive Officer of Mahindra Happinest in 2018
- Frequent speaker at industry events and conferences, has authored several op-eds, articles and reports on 'Digital India', the 'Next Billion Consumers' and 'Future of Real Estate'



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



Ms. Asha Kharga
(Non-Executive, Non-Independent Director)

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



Mr. Ameet Hariani
(Non-Executive, Independent Director)

- Holds master's degree in Law from the Mumbai University
- Director of Capricon Realty, Batliboi Ltd. and Ras Resorts.
- Member of Bombay Incorporated Law Society; Law Society of England & Wales; Law Society of Singapore; Bar Council of Maharashtra; Bombay Bar Association.



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.

THANK YOU

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GLOSSARY

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. Forthcoming: 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 of the date hereof

CDP	Climate Disclosure Project
DTA	Domestic Tariff Area
GRESB	Global Real Estate Sustainability Benchmark
GRI	Global Report Initiative
IC & IC	Integrated Cities & Industrial Clusters
IFC	International Finance Corporation
IND AS	Indian Accounting Standards
KTL	Knowledge Township Limited
M&M	Mahindra & Mahindra Limited
MBDL	Mahindra Bloomdale Developers Limited
MHDL	Mahindra Happinest Developers Limited
MHPL	Mahindra Homes Private Limited
MIPCL	Mahindra Industrial Park Chennai Limited
MIPPL	Mahindra Industrial Park Private Limited

MITL	Mahindra Integrated Township Limited
MLDL	Mahindra Lifespace Developers Limited
MMR	Mumbai Metropolitan Region
MRDL	Mahindra Residential Developers Limited
MSFT	Million Square Feet
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 Ltd.
SBTi	Science Based Target Initiative
SEZ	Special Economic Zone
TCFD	Task Force on Climate related Financial Disclosure
TIDCO	Tamil Nadu Industrial Development Corporation Ltd.