



*MWC Club @ MWC Chennai*

**Investor Presentation – Q4 FY15**

# Contents

- Q4 FY15 Highlights
- Residential Business Update
- Integrated Cities Update
- Financial Update



# **Q4 FY15 Highlights**

# Key Highlights

## Premium Residential Projects

- Launched Phase IIB-2 at Bloomdale, Nagpur and Phase II at Nova, Chennai
- Achieved revenue recognition at Bloomdale IIB-2, Bloomdale IIC, Antheia IIA and The Serenes I
- Achieved project completion at Iris Court II and Iris Court IIIA

## Affordable Housing

- Launched Phase IIC and IID at Happinest, Boisar in Maharashtra

## Integrated Business Cities

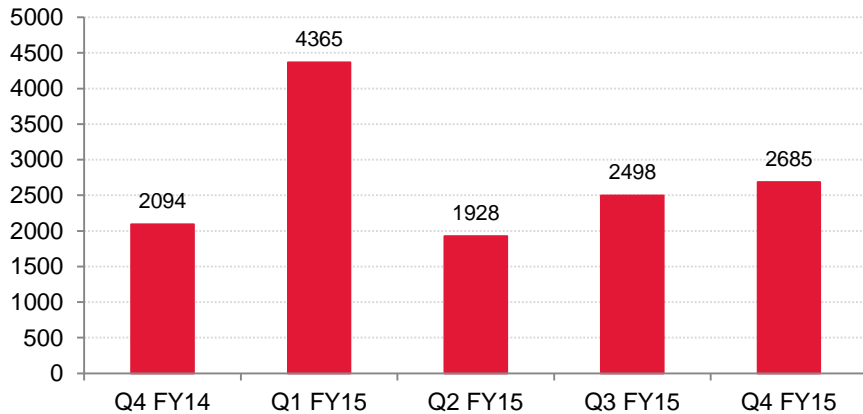
- Launched MWC Club at MWC Chennai
- Signed 1 new customer at MWC Jaipur
- 4 customers procured additional space for expansion at MWCJ

## Awards and Recognition

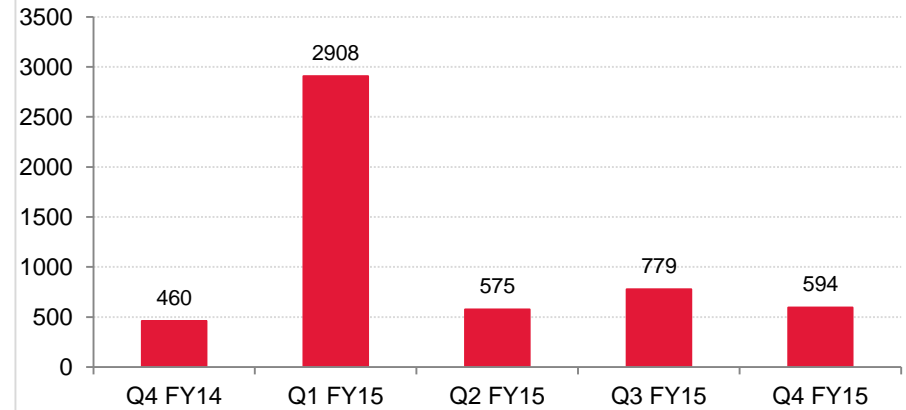
- Splendour won the Premium Apartment Project of the Year – West at the NDTV Property Awards, 2014

# Key Highlights

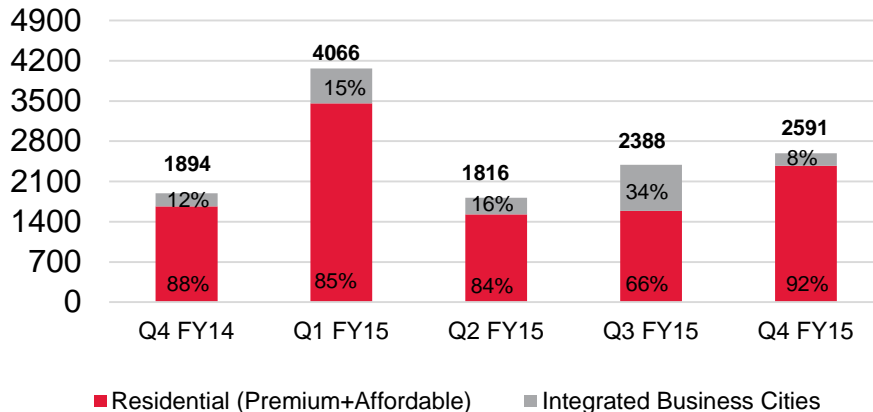
### Total Income (Rs. Mn)



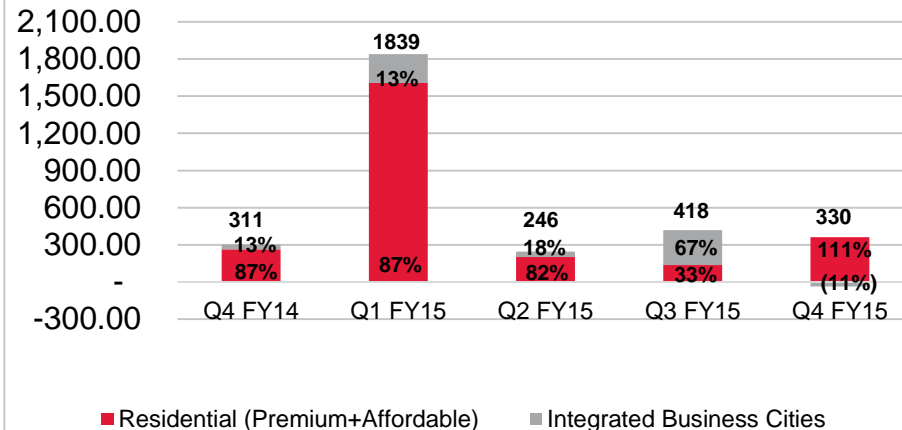
### EBITDA (Rs. Mn)



### Operating Income (Rs. Mn)

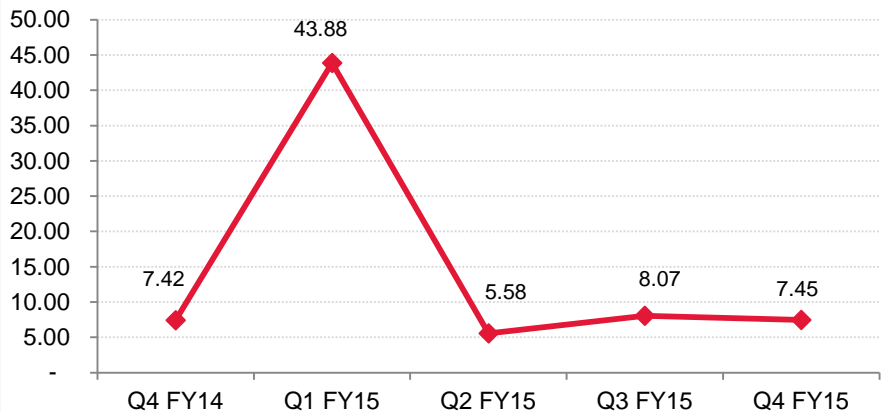


### PAT Pre-Minority Interest (Rs. Mn)

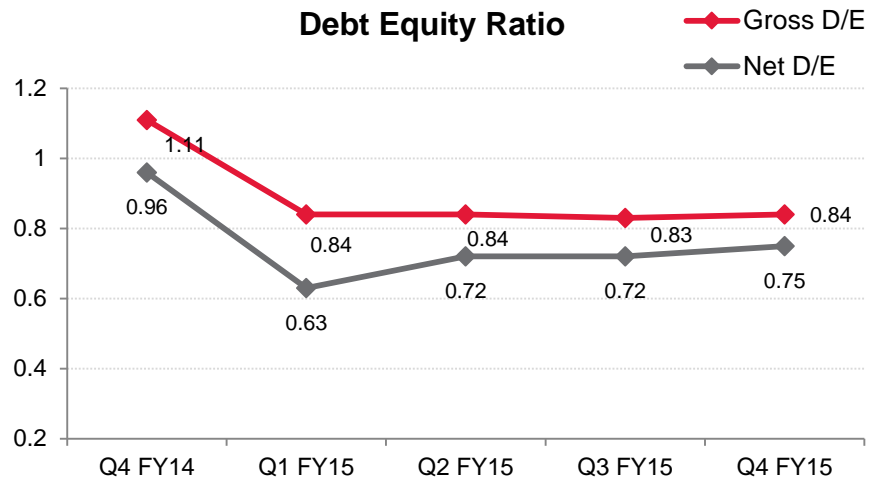


# Key Highlights

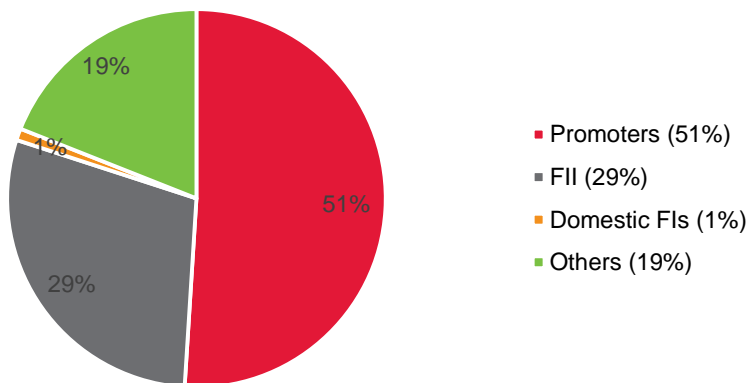
## EPS



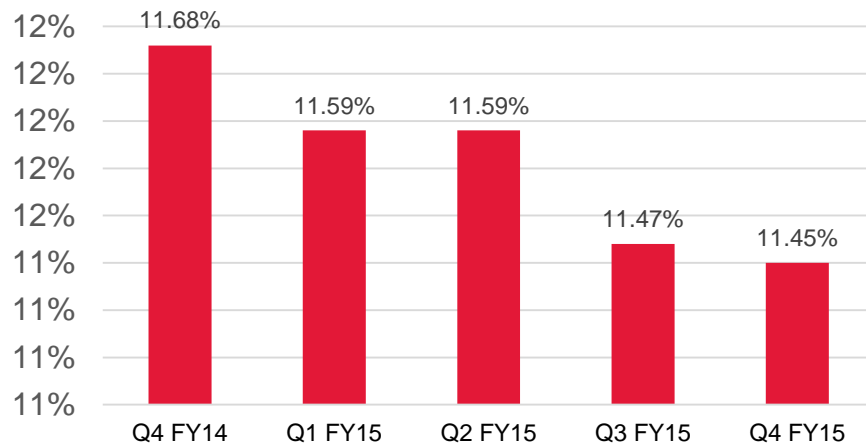
## Debt Equity Ratio



## Shareholding Pattern as on 31<sup>st</sup> March 2015



## Interest Rate





# **Residential Business Update**

# Project Portfolio

All area in millions

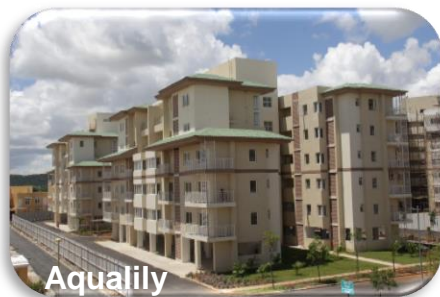
1 sqm = 10.7639 sq ft

Location	Ongoing	Forthcoming	Land bank
Mumbai**	0.40	0.96	1.04
Pune	1.15	0.56	0.30
Hyderabad	1.08		
Chennai	1.48	0.59	10.50
Nagpur	0.85	0.68	
NCR*	1.02	0.73	
Nasik			0.60
Bangalore		0.98	
<b>Total</b>	<b>5.98</b>	<b>4.51</b>	<b>12.44</b>

\* NCR includes Delhi, Gurgaon and Faridabad

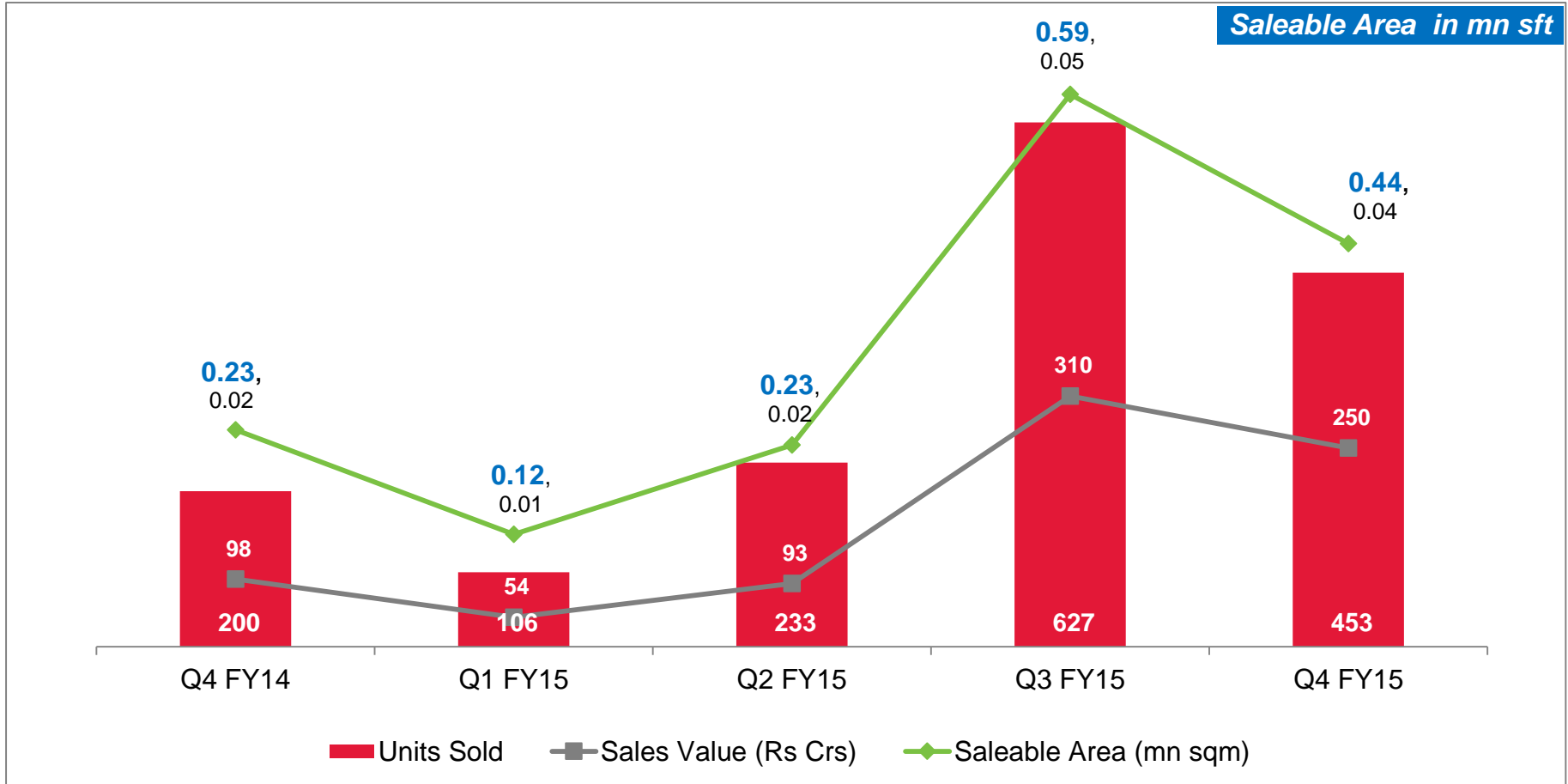
\*\* Mumbai includes Mumbai, Boisar, Thane and Alibaug

Est. Saleable area in million square feet





# Performance Highlights – Residential Sales



Launches

Antheia 1  
(Tranche 3)

Bloomdale IIB  
Bloomdale IIIC-1

Antheia II  
Happinest Avadi – Ph I  
Luminare – Phase I

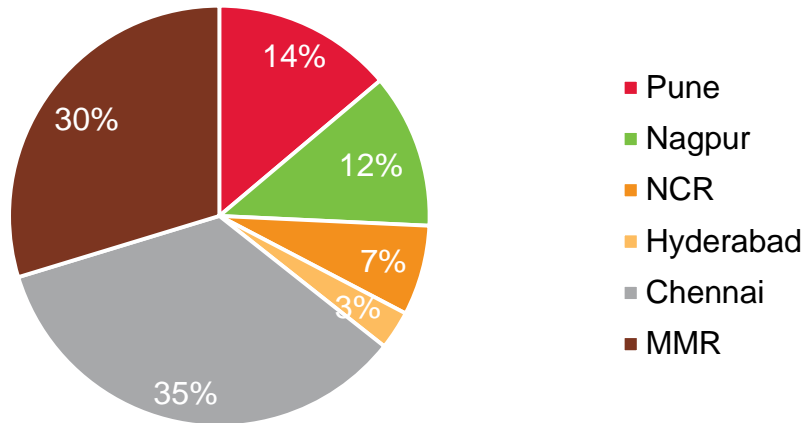
The Serenes – Ph I  
Ashvita - Ph V  
Happinest Boisar –  
Ph I

Nova II  
Bloomdale IIB – 2  
Happinest Boisar – IIC  
and IID

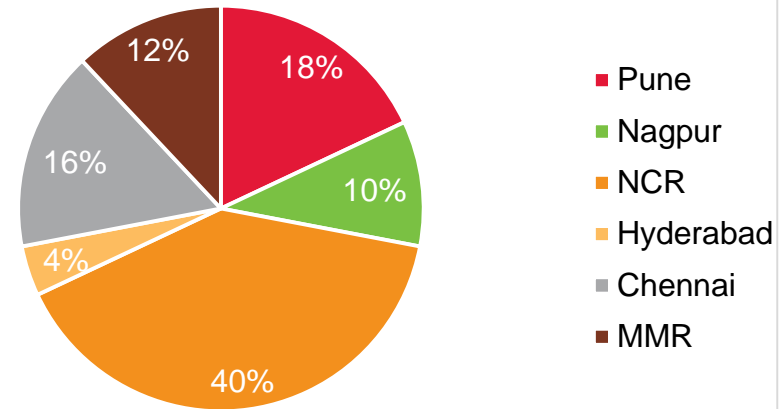
Note: Does not include 17 bookings at Luminare I (sales value of Rs 71 Cr) as less than 10% of sales value is collected

# Performance Highlights

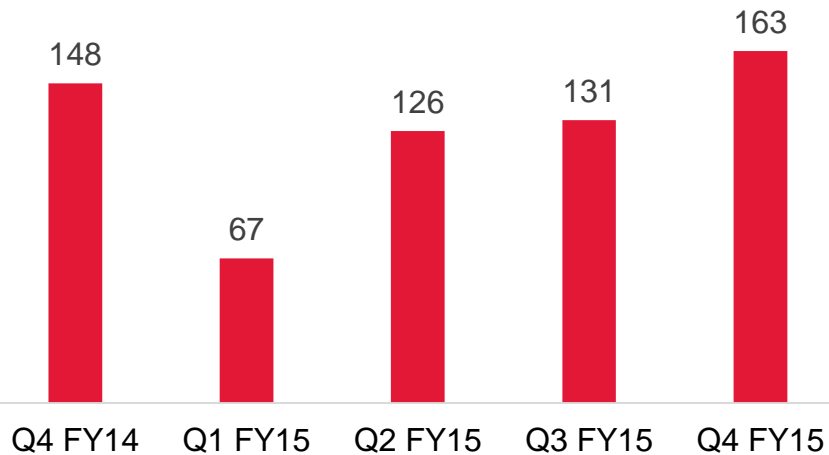
Q4 FY15 City Wise Sales (Volume)



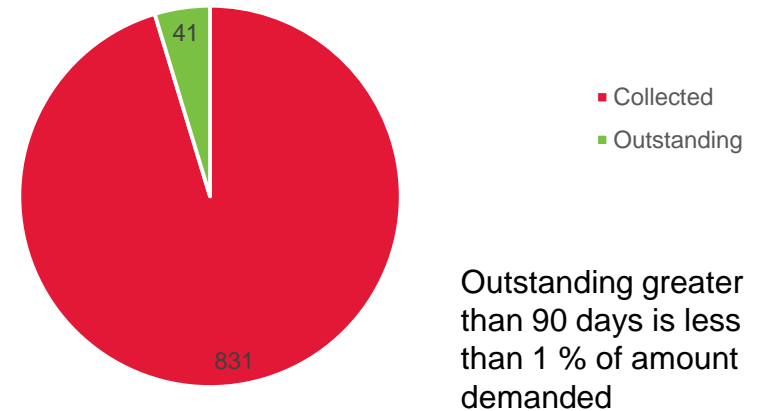
Q4 FY15 City-wise Sales (Value)



Construction Spend (Rs. Cr)



Collections for Ongoing Projects - PTD (in Rs. cr) as on 31<sup>st</sup> March, 2015



# Ongoing Projects

Location	Project Name	Company	MLDL Holding	Development Potential			MLDL's share of units	% sold (units) <sup>1</sup>	% completion <sup>2</sup>	Sales Value till date (Rs Crs)	Revenue Recognised till date (Rs Crs) <sup>3</sup>
				mn sqm	mn sq ft	units					
MMR	The Serenes, Ph I	MLDL	100%	0.01	0.07	20	20	45%	42%	24	10 <sup>4</sup>
	Happinest Boisar Ph I	MLDL	100%	0.02	0.19	359	359	84%	46%	47	-
	Happinest Boisar Ph II C	MLDL	100%	0.01	0.10	159	159	21%	36%	7	-
	Happinest Boisar Ph II D	MLDL	100%	0.00	0.04	79	79	34%	34%	5	-
Pune	Antheia Ph I	MLDL	100%	0.05	0.52	512	512	98%	73%	286	210
	Antheia Ph II A <sup>5</sup>	MLDL	100%	0.01	0.16	132	132	65%	42%	62	26 <sup>4</sup>
	Antheia Ph II B <sup>5</sup>	MLDL	100%	0.01	0.12	88	88	10%	31%	8	-
	Antheia Ph II C <sup>5 6</sup>	MLDL	100%	0.01	0.14	88	88	-	32%	-	-
	Antheia Ph II D <sup>5</sup>	MLDL	100%	0.01	0.13	178	178	6%	31%	5	-
	L'Artista #	MLDL	100%	0.01	0.09	21	16	6%	68%	4	-
Nagpur	Bloomdale IA	MBDL	70%	0.02	0.24	210	210	97%	91%	69	63
	Bloomdale IB	MBDL	70%	0.01	0.12	98	98	98%	84%	38	32
	Bloomdale IC	MBDL	70%	0.00	0.05	22	22	95%	88%	18	16
	Bloomdale IIA	MBDL	70%	0.01	0.11	84	84	94%	61%	35	22
	Bloomdale IIB	MBDL	70%	0.01	0.15	140	140	58%	45%	34	15
	Bloomdale IIB – 2	MBDL	70%	0.01	0.09	70	70	27%	46%	9	4 <sup>4</sup>
	Bloomdale IIC	MBDL	70%	0.01	0.07	28	28	82%	46%	20	9 <sup>4</sup>
	Bloomdale IIIC-1	MBDL	70%	0.00	0.03	12	12	50%	31%	5	-

## Note:

1 - Based on MLDL's share of units

2 - Completion shown is on total project cost which is equal to land + construction related costs

3 - Revenue Recognition happens when 25% of construction related costs, 25% of sales by area and 10% of collections from customer is achieved

4 – The Serenes Ph 1, Antheia IIA, Bloomdale IIB-2 and Bloomdale IIC achieved revenue recognition in Q4 FY15

5 - Antheia Ph II subdivided into 4 phases

6 – Antheia Ph IIC has not been commercially launched

# Joint Development

# Ongoing Projects

Location	Project Name	Company	MLDL Holding	Development Potential			MLDL's share of units	% sold (units) <sup>1</sup>	% completion <sup>2</sup>	Sales Value till date (Rs Crs)	Revenue Recognised till date (Rs Crs) <sup>3</sup>
				mn sqm	mn sq ft	units					
NCR	Aura IV	MLDL	100%	0.03	0.29	142	142	99%	83%	148	123
	Aura V	MLDL	100%	0.03	0.36	150	150	77%	61%	148	90
	Luminare I #	MHPL	50%	0.03	0.37	120	95 <sup>4</sup>	38%	24%	156	-
Hyderabad	Ashvita I #	MLDL	100%	0.02	0.24	144	116	82%	74%	61	45
	Ashvita II #	MLDL	100%	0.02	0.22	136	109	81%	64%	59	37
	Ashvita III #	MLDL	100%	0.02	0.21	128	103	73%	54%	53	29
	Ashvita IV #	MLDL	100%	0.02	0.21	128	103	61%	52%	43	22
	Ashvita V #	MLDL	100%	0.02	0.21	128	103	41%	40%	33	13
Chennai	Aqualily Apts C1	MRDL	96%	0.03	0.30	164	164	39%	62%	42	26
	Aqualily Apts C2	MRDL	96%	0.01	0.16	84	84	4%	43%	2	-
	Iris Court IIIB	MITL	96%	0.01	0.13	96	96	48%	61%	22	14
	Nova I	MITL	96%	0.02	0.27	357	357	95%	74%	77	57
	Nova II	MITL	96%	0.03	0.27	363	363	2%	9%	1	-
	Happinest Avadi I	MLDL	100%	0.03	0.34	604	604	47%	65%	48	31
<b>OVERALL</b>				<b>0.56</b>	<b>5.98</b>	<b>5044</b>	<b>4884</b>	<b>59%</b>	<b>-</b>	<b>1568</b>	<b>894</b>

## Note:

1 - Based on MLDL's share of units

2 - Completion shown is on total project cost which is equal to land + construction related costs

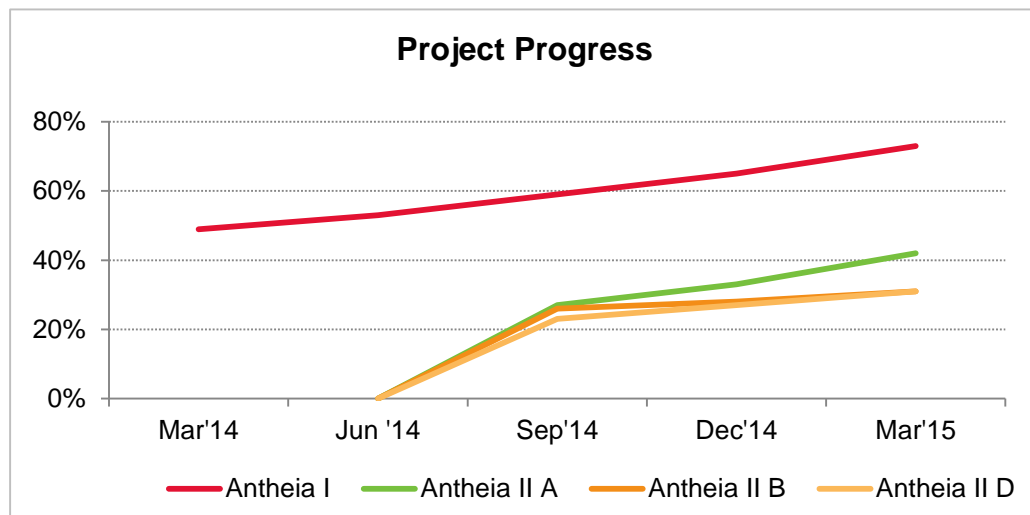
3 - Revenue Recognition happens when 25% of construction related costs, 25% of sales by area and 10% of collections from customer is achieved

4 - Change in MLDL's share of units as JD partner's inventory re-apportioned

# Joint Development

\* Construction of Iris Court II and Iris Court IIIA completed during Q4 FY15. Please see annexures for more details.

# Ongoing Projects – Antheia, Pune



**Antheia I, Tower A2, B2 (Mar '15)**

Project	Physical Progress	Sales % #	Completion % ##
<b>Antheia I</b>	Tower A2/B2/D1 – Lift installation, external painting and terrace waterproofing works in progress. Tower A1/B1/D2/D3 – Tiling and waterproofing work in progress.	98%	73%
<b>Antheia II A</b>	Tower C1: 8th Slab complete.	65%	42%
<b>Antheia II B</b>	Tower A4: Ground floor slab complete.	10%	31%
<b>Antheia II D</b>	Tower D4: Ground floor slab complete	6%	31%

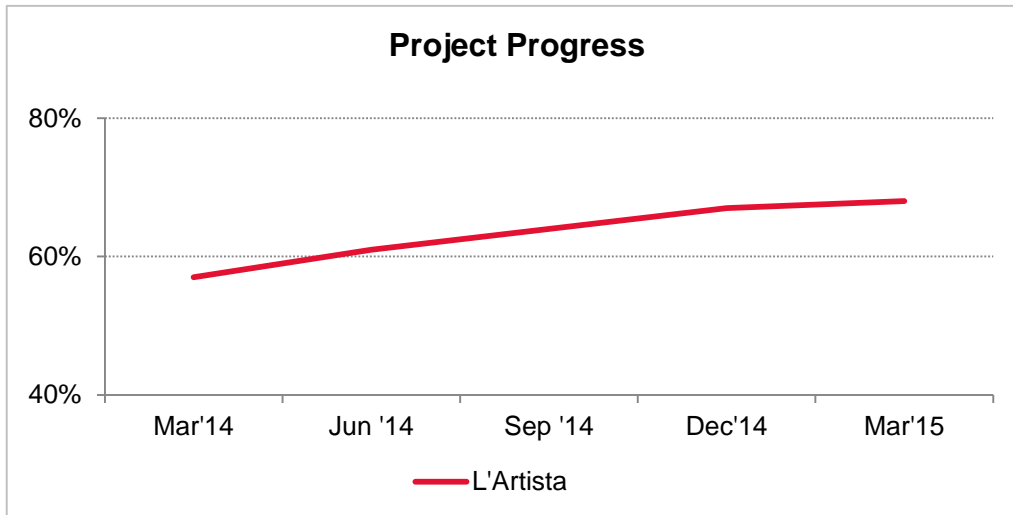


**Antheia I, Tower A1, B1 (Mar '15)**

# Sales% is on units sold basis

## Completion % shown includes land cost

# Ongoing Projects – L'Artista, Pune



*L'Artista - Elevation*

Project	Physical Progress	Sales % #	Completion % ##
L'Artista	Brick work and external plaster completed. Internal finishing and infrastructure works in progress	6%	68%

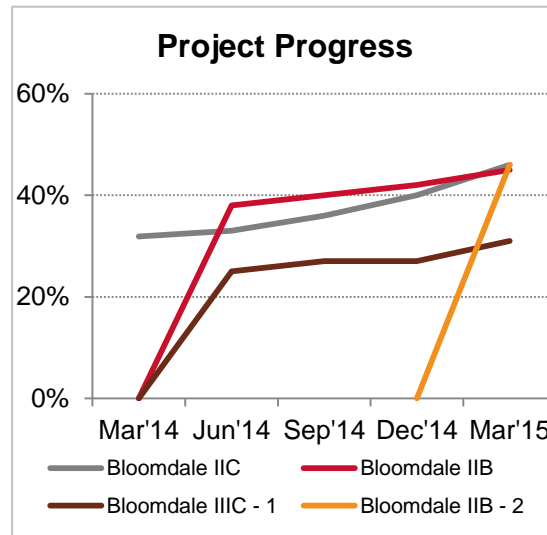
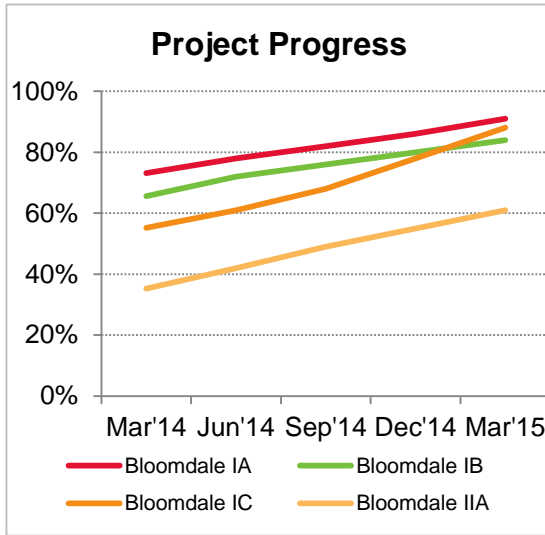
# Sales% is on units sold basis

## Completion % shown includes land cost



*L'Artista (Mar '15)*

# Ongoing Projects – Bloomdale, Nagpur

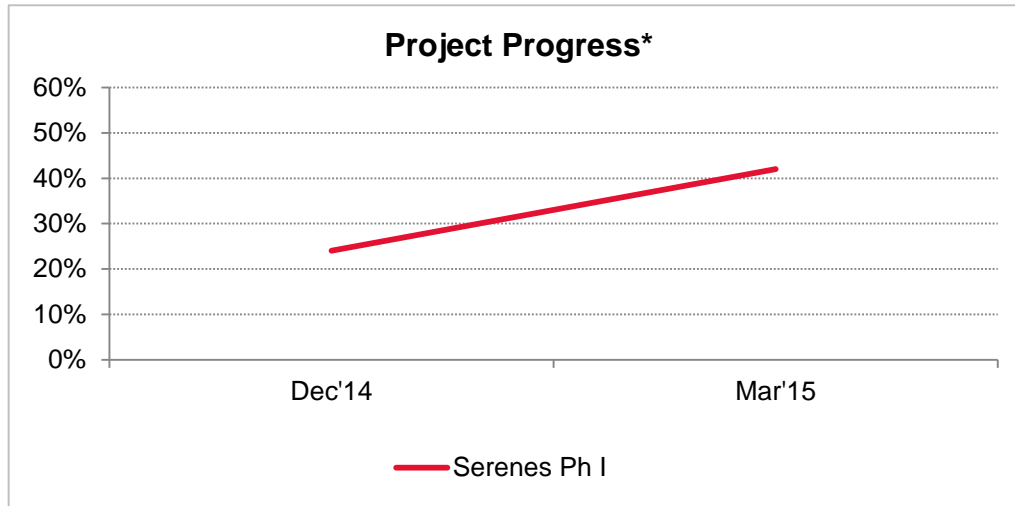


Project	Physical Progress	Sales% #	Completion% ##
<b>Bloomdale IA</b>	Bldg 1: Ready for handover Bldg 3: Finishing work in progress.	97%	91%
<b>Bloomdale IB</b>	Finishing work in progress	98%	84%
<b>Bloomdale IC</b>	Row Houses and Duplex: Infrastructure works in progress.	95%	88%
<b>Bloomdale IIA</b>	Superstructure work in progress	94%	61%
<b>Bloomdale IIB</b>	Superstructure work in progress	58%	45%
<b>Bloomdale IIB – 2</b>	Superstructure work in progress	27%	46%
<b>Bloomdale IIC</b>	Row Houses and Duplex: Plastering work in progress	82%	46%
<b>Bloomdale IIIC - 1</b>	Structure work in progress.	50%	31%



# Sales% is on units sold basis  
## Completion % shown includes land cost

# Ongoing Projects – The Serenes, Alibaug



Project	Physical Progress	Sales % #	Completion % ##
<b>The Serenes Ph I</b>	100% backfilling & compaction completed for entire project 85% compound wall production & installation completed for entire project 56% villa production completed for Phase I 21% villa installation completed for Phase I	45%	42%

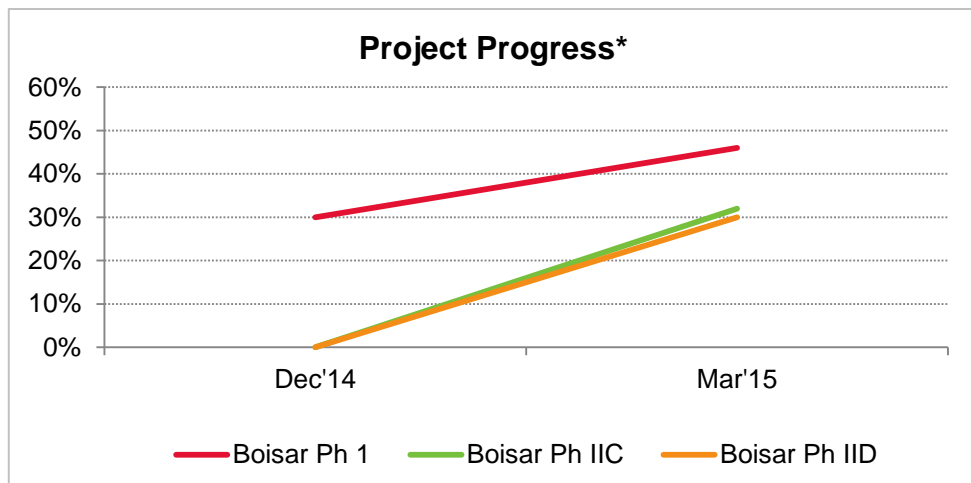


**Note:** Units constructed using precast technology  
 \* Project progress graph shown from the date of launch of the project

# Sales% is on units sold basis  
 ## Completion % shown includes land cost



# Ongoing Projects – Happinest, Boisar



Project	Physical Progress	Sales % <sup>#</sup>	Completion % <sup>##</sup>
Happinest, Boisar Ph-I	2 <sup>nd</sup> Floor Slab completed for B1, B2, B4, I3 & I1 and WIP in B4, J2, I2. 3 <sup>rd</sup> Floor Slab done for J1. Block work in Progress	84%	46%
Happinest, Boisar Ph-II C	Site Clearance in Progress	21%	36%
Happinest, Boisar Ph-II D	Site Clearance in Progress	34%	34%

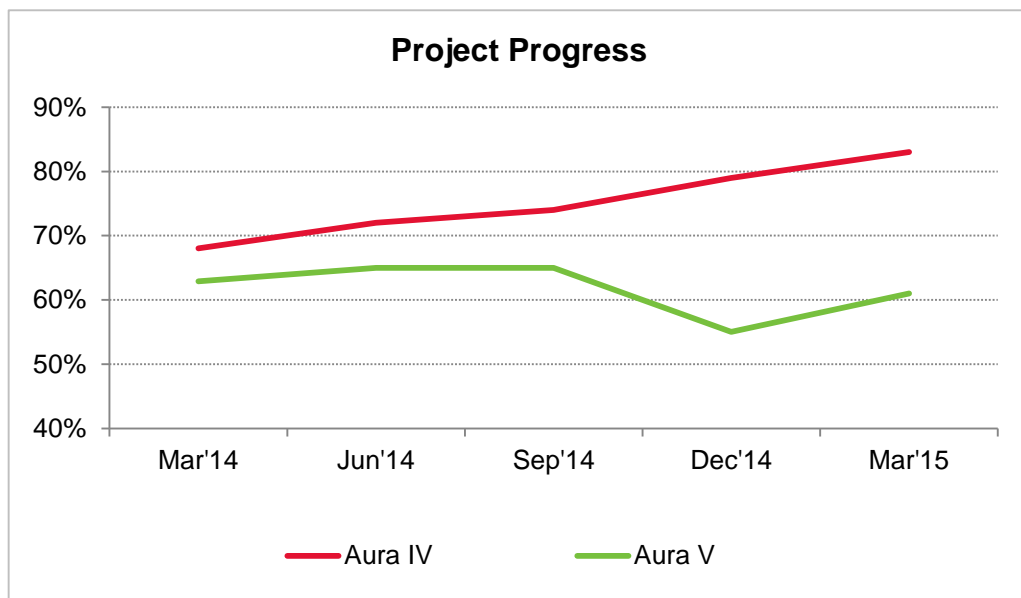


# Sales% is on units sold basis

## Completion % shown includes land cost

\* Project progress graph shown from the date of launch of the project

# Ongoing Projects – Aura, Gurgaon



Project	Physical Progress	Sales % #	Completion % ##
<b>Aura IV</b>	Internal finishing and MEP works in progress	99%	83%
<b>Aura V</b>	External plaster, internal finishing and MEP works in progress.	77%	61%

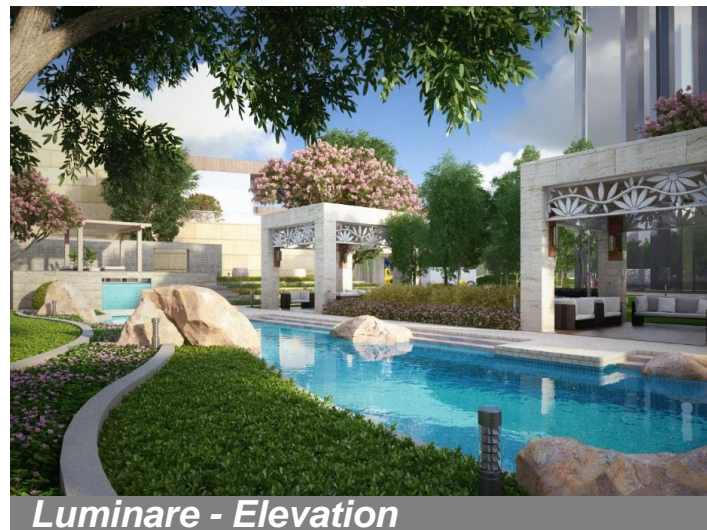
# Sales% is on units sold basis

## Completion % shown includes land cost

**Note** - Added additional 1 unit at Aura Phase IV and 40 units at Aura Phase V in Q3 FY15



# Ongoing Projects – Luminare, Gurgaon



Project	Physical Progress	Sales % #	Completion %##
<b>Luminare Phase I</b>	Mass excavation completed, raft preparation ongoing	38%*	24%

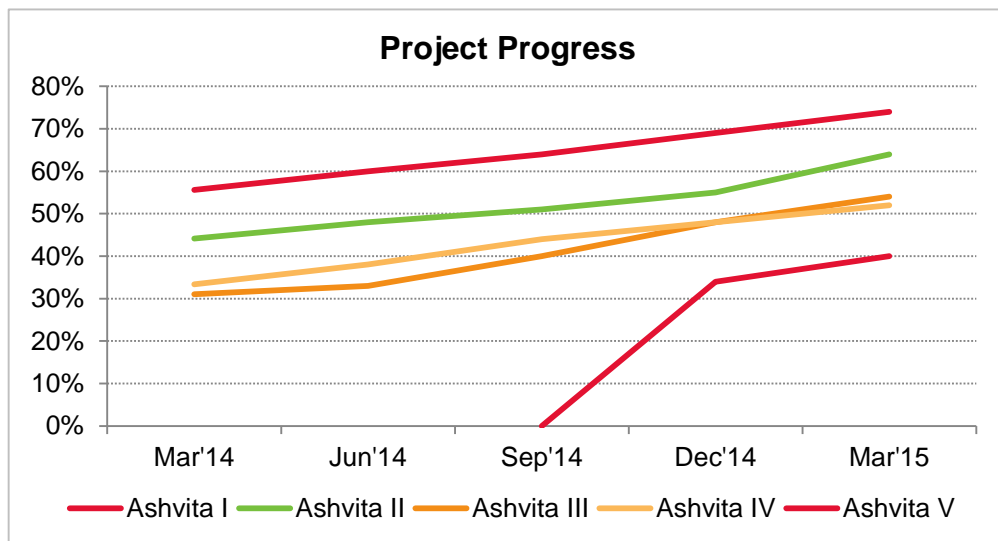


# Sales% is on units sold basis

## Completion % shown includes land cost

\* Luminare I - Does not include 17 bookings at Luminare I (sales value of Rs 71 Cr) as less than 10% of sales value is collected

# Ongoing Projects – Ashvita, Hyderabad

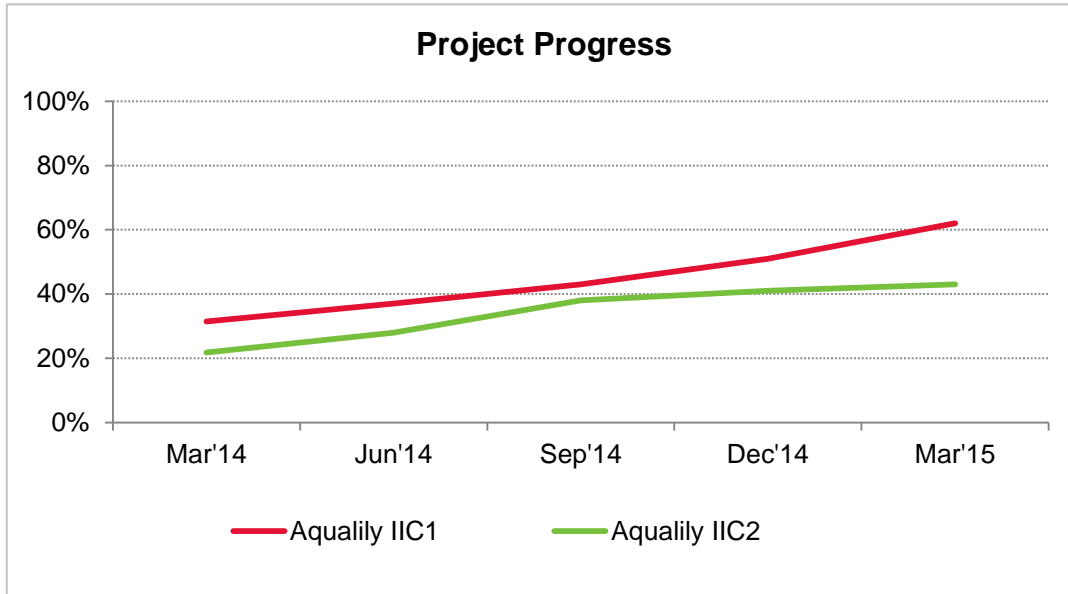


Project	Physical Progress	Sales % #	Completion % ##
<b>Ashvita I</b>	MEP final fixtures and final painting in progress	82%	74%
<b>Ashvita II</b>	Finishing works in progress	81%	64%
<b>Ashvita III</b>	RCC completed. Internal plastering & MEP first fix works are in progress	73%	54%
<b>Ashvita IV</b>	RCC completed. Internal plastering & MEP first fix works are in progress	61%	52%
<b>Ashvita V</b>	RCC work completed upto 12 <sup>th</sup> floor.	41%	40%



# Sales% is on units sold basis  
## Completion % shown includes land cost

# Ongoing Projects - Aqualily, MWCC



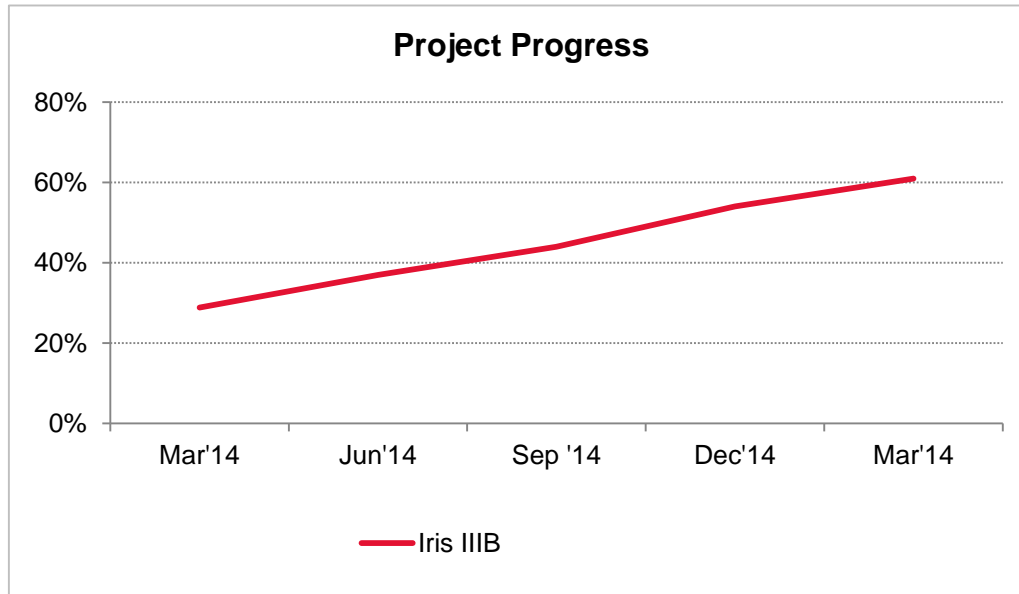
Project	Physical Progress	Sales % #	Completion % ##
<b>Aqualily IIC1</b>	Plastering and painting work in progress	39%	62%
<b>Aqualily IIC2</b>	Tower slab work in progress	4%	43%

# Sales% is on units sold basis

## Completion % shown includes land cost



# Ongoing Projects - Iris Court, MWCC



*Iris Court II (Mar '15)*

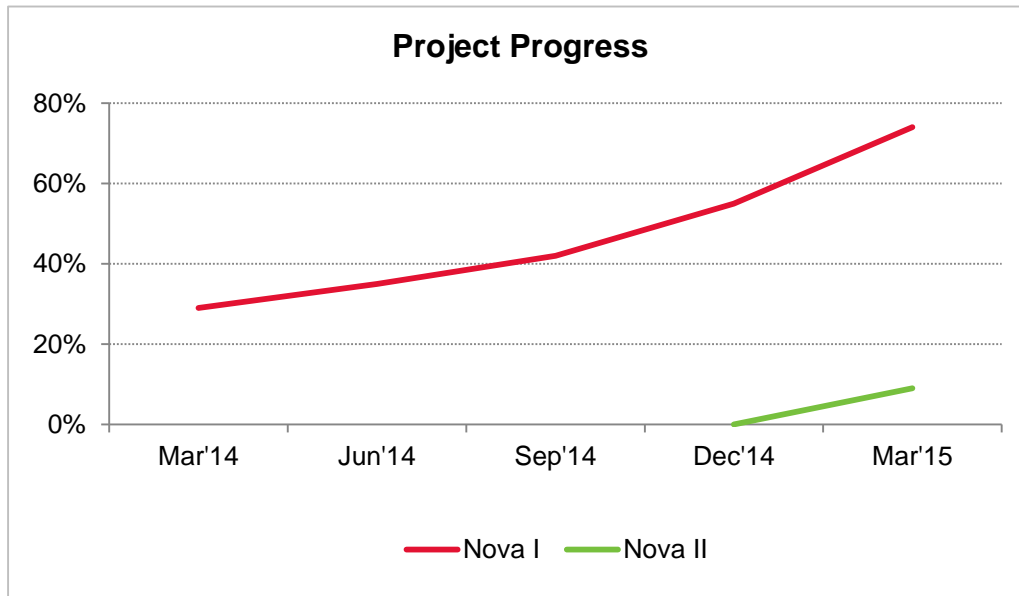
Project	Physical Progress	Sales % #	Completion % ##
<b>Iris Court IIIB</b>	Internal and external plastering work completed, Tiling works in progress	48%	61%

# Sales% is on units sold basis  
## Completion % shown includes land cost



*Iris Court IIIA (Mar '15)*

# Ongoing Projects - Nova, MWCC

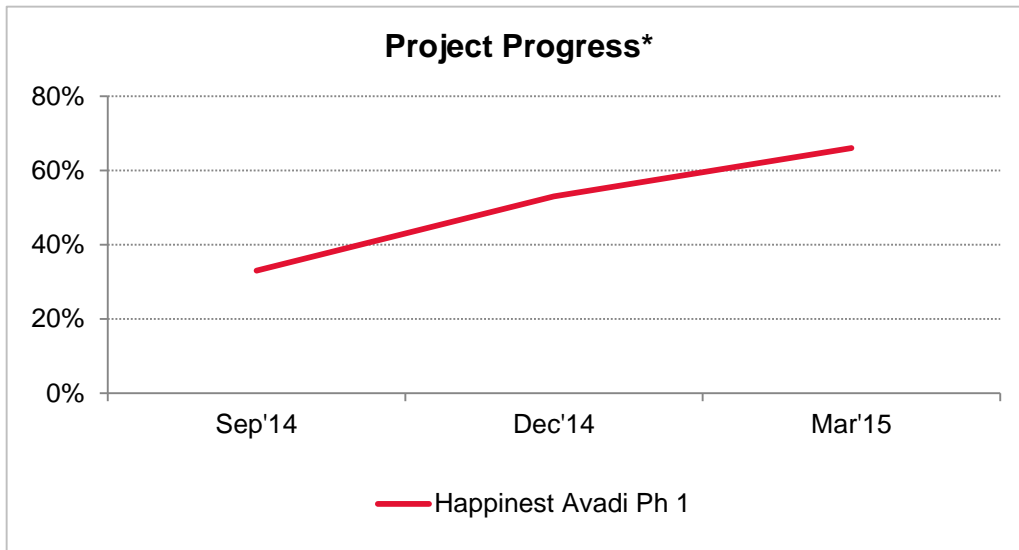


Project	Physical Progress	Sales % #	Completion % ##
<b>Nova I</b>	Block C2, C3, D2, D3 - Flooring, internal and external painting completed Block C1 and D1 - Block work and internal plaster completed. Services works in progress	95%	74%
<b>Nova II</b>	Excavation commenced for Block A & B	2%	9%

# Sales% is on units sold basis

## Completion % shown includes land cost

# Ongoing Projects – Happinest, Avadi



**Happinest Avadi – K Block (Mar '15)**



**Happinest Avadi – E Block (Mar '15)**

Project	Physical Progress	Sales % <sup>#</sup>	Completion % <sup>##</sup>
<b>Happinest , Avadi Ph-I</b>	RCC completed for E, K & L block and more than 75% completed in J,H & I block.  Block work, tiling and putty work in progress.	47%	65%

# Sales% is on units sold basis

## Completion % shown includes land cost

\* Project progress graph shown from the date of launch of the project



# Forthcoming Projects

Category	Location	Name of the Project	Company	MLDL Holding	Est. Saleable Area*	
					mn sqm	mn sq ft
New Phases of Existing Projects						
Existing Projects New Phases	Pune	Antheia - subsequent phases	MLDL	100%	0.05	0.56
	MMR	The Serenes, Alibaug – subsequent phases	MLDL	100%	0.01	0.11
		Happinest Boisar – subsequent phases	MLDL	100%	0.02	0.17
	Chennai	Aqualily - subsequent phases	MRDL	96%	0.02	0.20
		Happinest Avadi – subsequent phases	MLDL	100%	0.04	0.39
	NCR	Luminare – subsequent phases # **	MHPL	50%	0.07	0.73
	Nagpur	Bloomdale - subsequent phases	MBDL	70%	0.06	0.68
<b>TOTAL - New Phases of Existing Projects</b>					<b>0.26</b>	<b>2.84</b>
New Projects						
Mid & Premium Residential	Mumbai	Andheri	MLDL	100%	0.03	0.37
		Sakinaka#	MLDL	100%	0.03	0.32
	Bengaluru	Bannerghatta	MHPL	50%	0.09	0.98
<b>TOTAL - New Projects</b>					<b>0.16</b>	<b>1.67</b>
<b>TOTAL - Forthcoming Projects</b>					<b>0.42</b>	<b>4.51</b>

#Joint Development

\*Represents total saleable area, including JDA partner's share

\*\* 3 units (0.01 mn sft) have already been sold in subsequent phase of Luminare

# Forthcoming New Projects

1 sqm = 10.7639 sq ft

Mid & Premium Residential	Andheri, Mumbai	Banerghatta, Bengaluru	Sakinaka, Mumbai
Est. Saleable Area (msf)	0.37	0.98	0.32
Product Type	Apartments	Apartments	Apartments
Status	<ul style="list-style-type: none"><li>▪ Approvals awaited</li></ul>	<ul style="list-style-type: none"><li>▪ BDA &amp; BBMP approvals in process</li></ul>	<ul style="list-style-type: none"><li>▪ Zone conversion being initiated</li></ul>



# **Integrated Cities Update**

# Mahindra World City, Chennai – Business Update

1 hectare = 2.47106 acres

- Total number of Customers: 64 (50 Operational)
- **MWC Club**
  - Facility inaugurated in March 2015
- **Hostel**
  - Commenced construction at site

	Acres
Total project area	1,558*
Saleable Area	1,135
Industrial (Area leased)	846 (804 leased)
Residential & Social (Area leased)	289 (257 leased)**

\* Procured till date: 1,524 acres

\*\* Residential leased to subsidiaries – MLDL, MRDL and MITL



Residential Development – Aqualily



MWCC Club

# Mahindra World City, Jaipur – Business Update

1 sqm = 10.7639 sq ft

1 hectare = 2.47106 acres

- Total number of Customers: 64 (24 Operational)
- Signed 1 new customer
  - Topline Overseas for 1.05 acres in the Engineering SEZ
- Additional area leased to existing customers
  - Polymedicure for 3.6 acres in Engineering SEZ
  - Knitpro International for 2.2 acres in Engineering SEZ
  - Metlife acquired additional space in Evolve
  - Appirio acquired additional space in Evolve

	Acres
Total project area	2,965
Saleable Area	2,061
Industrial (Area leased)	1,375* (604 leased)
Residential & Social	686

\* Includes 25 acres for Evolve - excluded from the area leased calculations



JCB facility in DTA



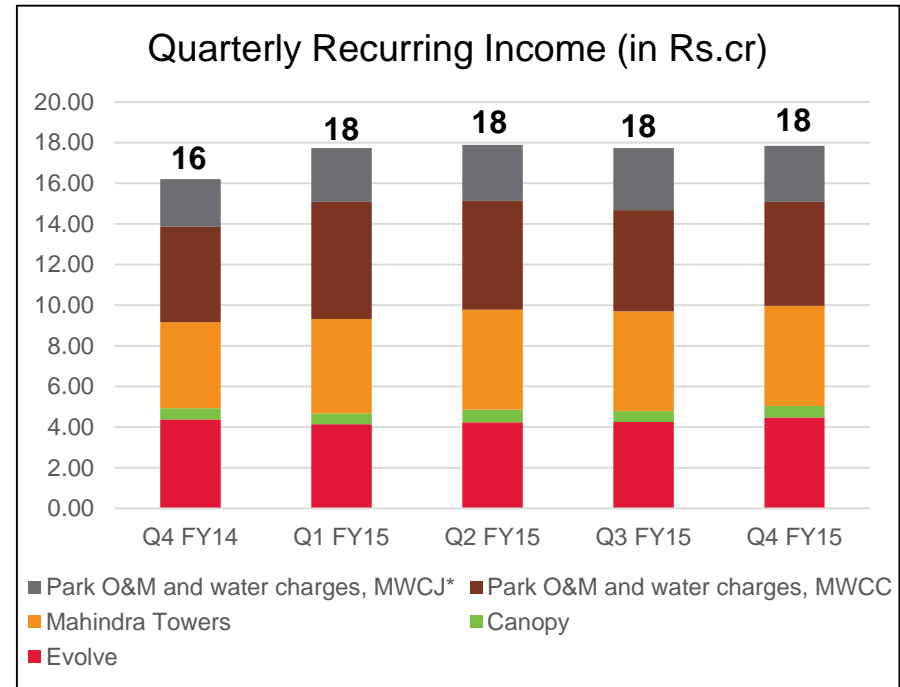
KnitPro facility in Engineering SEZ



Evolve IT Park and amphitheatre 29

# Recurring Income

<b><i>Evolve, MWCJ</i></b>	
Total area	0.43 msft
Area leased	0.39 msft
Area committed under MoUs/RoFRs	0.02 msft
<b><i>Canopy, MWCC</i></b>	
Total area	0.05 msft
Area leased	0.03 msft
<b><i>Mahindra Towers, Delhi</i></b>	
Total area	0.06 msft
Area leased	0.06 msft



Evolve, Mahindra World City Jaipur



Canopy, Mahindra World City Chennai



Evolve, Mahindra World City Jaipur



# Financial Update

# Financial Snapshot – CONSOLIDATED

## Statement of Profit and Loss

All figures in Rs.millions

	Q4 2015	Q4 2014	FY 2015	FY 2014
<b>Income</b>				
Operating Income	2,591	1,894	10,861	7,053
Other Income	94	200	615	509
	<b>2,685</b>	<b>2,094</b>	<b>11,476</b>	<b>7,562</b>
<b>Expenditure</b>				
Operating Expenses	1,613	1,319	5,014	4,257
Employee Remuneration & Benefits	173	102	550	399
Provision for diminution in value of long term investment	-	-	155	-
Administration & Other Expenses	306	213	901	694
Interest & Finance charges	150	33	514	502
Depreciation & amortisation	33	28	132	101
	<b>2,274</b>	<b>1,695</b>	<b>7,266</b>	<b>5,953</b>
<b>Profit before Tax</b>	<b>411</b>	<b>399</b>	<b>4,210</b>	<b>1,609</b>
Less : Provision for Current Tax	87	79	1,248	447
Less : Provision for Deferred Tax	(6)	9	129	62
<b>Profit for the year after Tax</b>	<b>330</b>	<b>311</b>	<b>2,833</b>	<b>1,100</b>
Less: Minority Interest	24	8	171	94
<b>Consolidated Net Profit</b>	<b>306</b>	<b>303</b>	<b>2,662</b>	<b>1,006</b>



# Financial Snapshot – CONSOLIDATED

## Balance Sheet

All figures in Rs millions

<b>EQUITY &amp; LIABILITIES</b>	<b>Mar-15</b>	<b>Mar-14</b>	<b>ASSETS</b>	<b>Mar-15</b>	<b>Mar-14</b>
<b>Shareholders' Funds</b>			<b>Non Current Assets</b>		
Share Capital	410	409	Fixed Assets :		
Reserves & Surplus	14,340	12,208	Tangible Assets	2,513	2,204
	<b>14,750</b>	<b>12,617</b>	Intangible Assets	1,023	1,022
<b>Non Current Liabilities</b>			Capital Work in Progress	76	154
Long Term Borrowings	11,171	11,972		<b>3,612</b>	<b>3,379</b>
Deferred Tax Liability (Net)	562	434	Non Current Investments	1,630	1,785
Other Long Term Liabilities	72	62	Long Term Loans & Advances	66	89
Long Term Provisions	1,192	1,163	Other Non Current Assets	17	90
Minority Interest	972	835		<b>5,324</b>	<b>5,343</b>
	<b>13,969</b>	<b>14,466</b>	<b>Current Assets</b>		
<b>Current Liabilities</b>			Current Investments	587	1,229
Short Term Borrowings	237	505	Inventories	19,703	17,764
Trade Payables	2,669	2,253	Trade Receivables	593	1,090
Other Current Liabilities *	3,986	3,961	Cash & cash equivalents	770	667
Short Term Provisions	477	465	Short Term Loans & Advances	6,873	6,846
	<b>7,368</b>	<b>7,184</b>	Other Current Assets	2,237	1,328
				<b>30,763</b>	<b>28,924</b>
<b>TOTAL</b>	<b>36,087</b>	<b>34,267</b>	<b>TOTAL</b>	<b>36,087</b>	<b>34,267</b>

\* Other Current Liabilities includes Current maturities of long term loans from banks of Rs. 968mn, hence total debt is Rs.12,376 mn

# Financial Snapshot – MLDL STANDALONE

## Statement of Profit and Loss

All figures in Rs millions

	Q4 2015	Q4 2014	FY 2015	FY 2014
<b>Income</b>				
Operating Income	1,315	862	6,240	3,071
Other Income	241	285	1,360	1,143
	<b>1,556</b>	<b>1,147</b>	<b>7,600</b>	<b>4,214</b>
<b>Expenditure</b>				
Operating Expenses	951	638	2,990	2,188
Employee Remuneration & Benefits	142	79	452	304
Provision for diminution in value of long term investment	-	-	185	-
Administration & Other Expenses	98	96	351	291
Interest & Finance charges	46	103	218	394
Depreciation	5	7	27	23
	<b>1,242</b>	<b>923</b>	<b>4,223</b>	<b>3,200</b>
<b>Profit before taxation</b>	<b>314</b>	<b>224</b>	<b>3,377</b>	<b>1,014</b>
Less : Provision for Current Taxation	75	35	1,013	247
Less : Provision for Deferred Taxation	11	(2)	31	(10)
<b>Profit for the year after Tax</b>	<b>228</b>	<b>191</b>	<b>2,333</b>	<b>777</b>

# Financial Snapshot – MLDL STANDALONE

## Balance Sheet

All figures in Rs. millions

<b>EQUITY &amp; LIABILITIES</b>	<b>Mar-15</b>	<b>Mar-14</b>	<b>ASSETS</b>	<b>Mar-15</b>	<b>Mar-14</b>
<b>Shareholders' Funds</b>			<b>Non Current Assets</b>		
Share Capital	410	408	Fixed Assets		
Reserves & Surplus	12,821	10,965	Tangible Assets	298	286
	<b>13,231</b>	<b>11,373</b>	Non Current Investments	5,734	6,569
<b>Non Current Liabilities</b>			Deferred Tax Assets (Net)	-	26
Long Term Borrowings	5,000	5,500	Long Term Loans & Advances	2,563	2,143
Deferred Tax Liabilities( Net)	5	-	Other Non Current Assets	11	9
Long Term Provisions	1,045	1,039		<b>8,606</b>	<b>9,033</b>
	<b>6,050</b>	<b>6,539</b>	<b>Current Assets</b>		
<b>Current Liabilities</b>			Current Investments	-	934
Short Term Borrowings	-	457	Inventories	7,894	6,549
Trade Payables	1,631	1,296	Trade Receivables	155	263
Other Current Liabilities	1,046	1,618	Cash & Bank Equivalents	417	346
Short Term Provisions	382	433	Short Term Loans & Advances	3,027	3,209
	<b>3,059</b>	<b>3,803</b>	Other Current Assets	2,241	1,381
				<b>13,734</b>	<b>12,682</b>
<b>TOTAL</b>	<b>22,340</b>	<b>21,715</b>	<b>TOTAL</b>	<b>22,340</b>	<b>21,715</b>

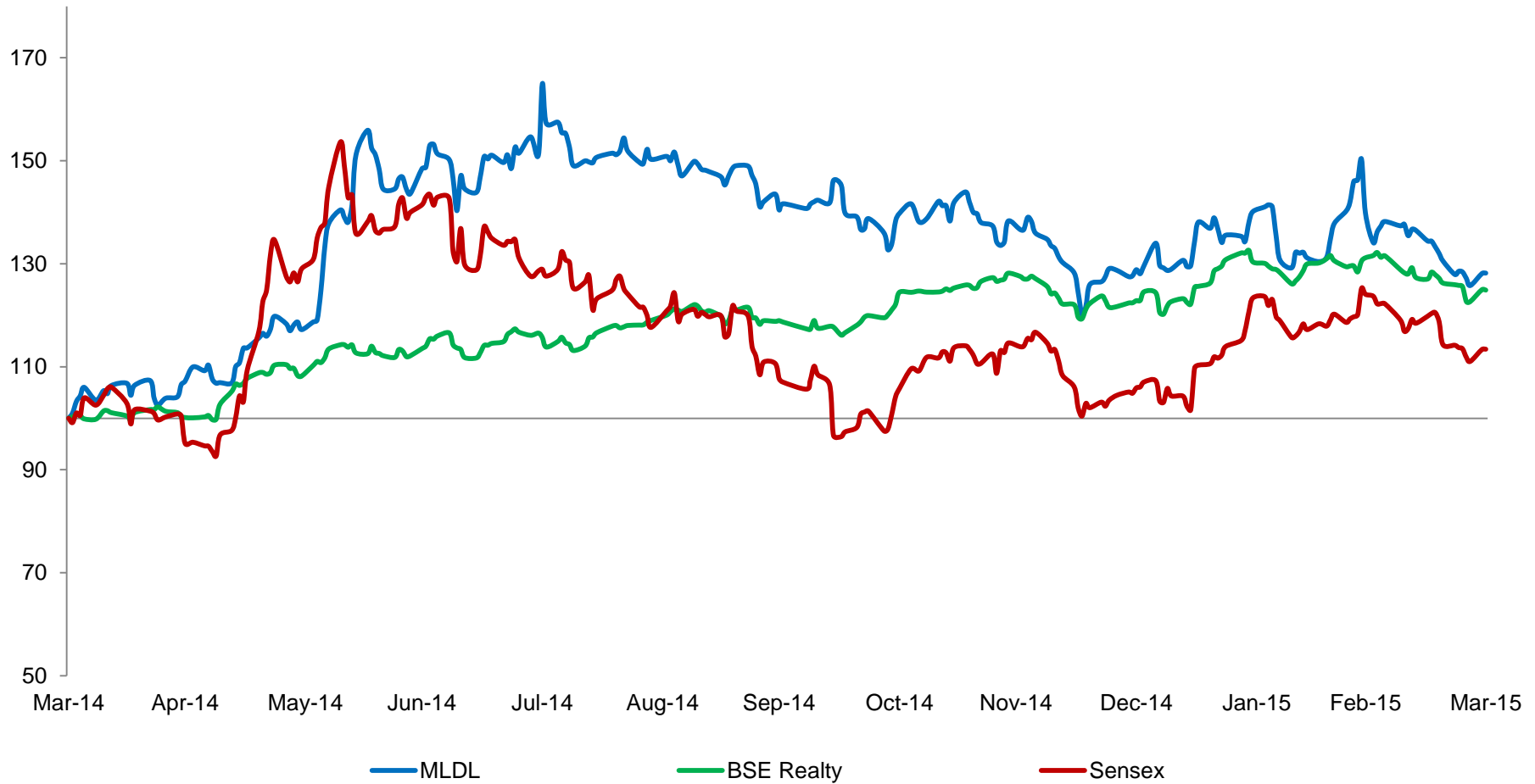
# Financial Snapshot – MLDL STANDALONE

## Abridged Cash Flow

All figures in Rs. millions

	FY 2015	FY 2014
Operating Profit Before Working Capital Changes	2,750	639
Working Capital Changes	(706)	(1,669)
Income taxes (paid) / received	(926)	(291)
<b>Net Cash (used in) / from operating activities</b>	<b>1,118</b>	<b>(1,321)</b>
Cash flow from investing activities	1,807	(1,474)
Cash flow from financing activities	(2,844)	2,223
<b>Net Increase/(Decrease) in Cash and Cash Equivalents</b>	<b>81</b>	<b>(572)</b>
Cash and Cash Equivalents (Opening)	308	880
<b>Cash and Cash Equivalents (Closing)</b>	<b>389</b>	<b>308</b>

# Script Performance



As on 31<sup>st</sup> March 2015

Sensex: 27,957

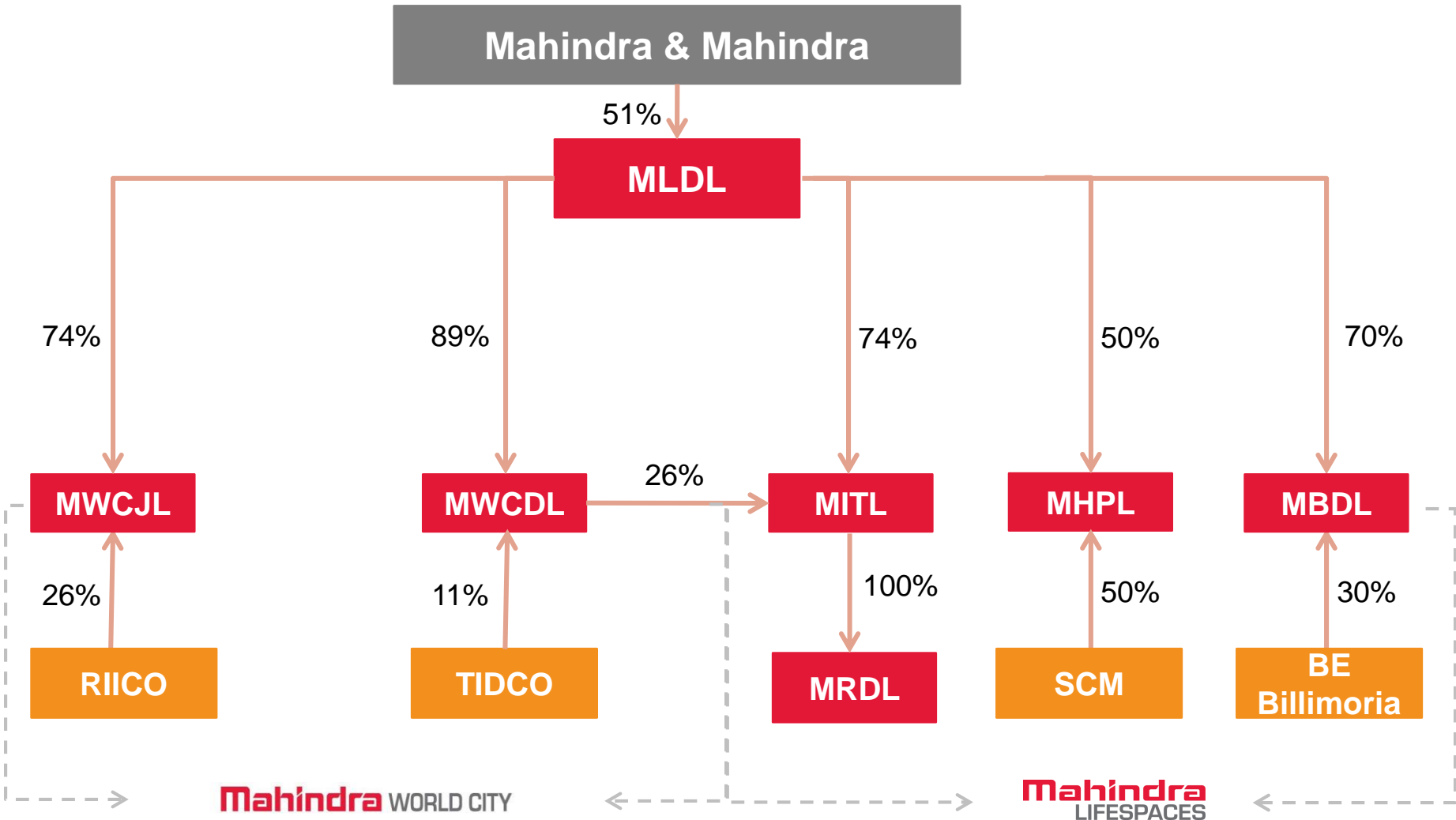
Realty Index: 1665

MLDL: Rs 469



# **Annexures**

# Structure Overview



Note: Overview includes companies with operational projects only

# Unsold inventory in completed projects

Location	Project Name	Company	MLDL Holding	Development Potential			MLDL's share of units	% sold (units) <sup>1</sup>	% completion <sup>2</sup>	Sales Value till date (Rs Crs)	Revenue Recognised till date (Rs Crs) <sup>3</sup>
				mn sqm	mn sq ft	units					
Chennai	Aqualily Villas C	MRDL	96%	0.01	0.11	40	40	95%	100%	55	55
	Aqualily Villas D	MRDL	96%	0.01	0.12	37	37	76%	100%	51	51
	Aqualily Apts A	MRDL	96%	0.01	0.14	80	80	99%	100%	47	47
	Aqualily Apts B	MRDL	96%	0.03	0.32	178	178	89%	100%	99	99
	Iris Court II	MITL	96%	0.03	0.30	229	229	98%	100%	89	89
	Iris Court III A	MITL	96%	0.02	0.16	133	133	97%	100%	52	52
<b>OVERALL</b>				<b>0.11</b>	<b>1.15</b>	<b>697</b>	<b>697</b>	<b>94%</b>	<b>-</b>	<b>393</b>	<b>393</b>

**Note:**

1 - Based on MLDL's share of units

2 - Completion shown is on total project cost which is equal to land + construction related costs

3 - Revenue Recognition happens when 25% of construction related costs, 25% of sales by area and 10% of collections from customer is achieved



# Glossary

CMDA	Chennai Metropolitan Development Authority
DTA	Domestic Tariff Area
IGBC	Indian Green Building Council
M&M	Mahindra & Mahindra Limited
MBDL	Mahindra Bebanco Developers Limited
MHPL	Mahindra Homes Private Limited
MITL	Mahindra Integrated Township Limited
MLDL	Mahindra Lifespace Developers Limited
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
TIDCO	Tamil Nadu Industrial Development Corporation Limited

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# LIFESPACES

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