



# Investor Relations Quarterly Update

July –September, 2011

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# Q2FY12 Highlights

Mahindra Lifespace Developers Limited rated amongst the Top 10 Builders, by the Construction World for the 2nd successive year.

100% sales completed at Eminente, Splendour, Aura Phase III, and Iris Court Phase I.  
Aqualily Phase III launched.

Mahindra World City, Chennai entered its 10<sup>th</sup> year on Sept 21, 2011

DePuy inaugurated its Institute for Advanced Education and Research in Mahindra World City, Chennai during the period; the largest of its kind outside of the United States of America



# Q2FY12 Highlights

The Company's project "Mahindra Chloris" was completed during the period and the completed project has been certified as a "Platinum rated green building", the 2<sup>nd</sup> such completed residential project in India.

The Company's project "Aura" in Gurgaon, has been pre-certified as 'IGBC Gold'.

The Company's project "Mahindra Splendour" in Mumbai scored the Second Best of the top three Finalists in KPMG-Qimpro Convention 2011 under the category "Green Initiatives" in the Services Sector.



# Projects Snapshot

Location	Completed	Ongoing	Forthcoming	Land bank
Chennai	0.59	1.37	1.07	11.00
Mumbai	2.72	1.19	0.35	0.69
Pune	1.56	-	1.60	0.30
NCR	1.68	0.71	0.53	
Nagpur			1.53	
Hyderabad			1.00	
Nasik				0.60
Bangalore	0.05			
<b>TOTAL</b>	<b>6.60</b>	<b>3.27</b>	<b>6.08</b>	<b>12.59</b>

All areas in mn sq.ft.

# Ongoing Projects Status

Location	Project Name	Company	MLDL Holding	Total Development Launched		Last Base Selling Price (Rs./sq.ft)	% sold (area)	Completion date
				mn sft	units			
Mumbai	Eminente Aspen	MLDL	100%	0.15	68	9,500	100%	Dec 2012
	Eminente Angelica	MLDL	100%	0.15	67	9,650	100%	Dec 2013
	Splendour -I	MLDL	100%	0.42	264	7,600	100%	Dec 2011
	Splendour -II	MLDL	100%	0.36	246	7,700	99%	Dec 2012
	GE Garden	MLDL	100%	0.12	60	10,500	3%	Dec 2014
NCR	Aura- I	MLDL	100%	0.27	231	2,450	100%	Dec 2012
	Aura- II	MLDL	100%	0.24	166	3,175	100%	Dec 2013
	Aura- III	MLDL	100%	0.21	110	4,100	100%	Mar 2014
Chennai	Aqualily Villas A	MRDL	49%	0.12	41	4,600	97%	Mar 2012
	Aqualily Villas B	MRDL	49%	0.11	33	4,600	81%	Sep 2012
	Aqualily Villas C	MRDL	49%	0.11	38	4,700	19%	Sep 2014
	Aqualily Apts A	MRDL	49%	0.14	80	3,100	98%	Jun 2013
	Aqualily Apts B	MRDL	49%	0.32	178	3,100	25%	Sep 2014
	Iris Court Ph I	MITL	96%	0.27	244	2,700	100%	Sep 2012
	Iris Court Ph II*	MITL	96%	0.30	229	2,700	50%	Mar 2014
<b>OVERALL</b>				<b>3.27</b>	<b>2,055</b>	<b>4,710</b>	<b>81%</b>	

\* Soft launch



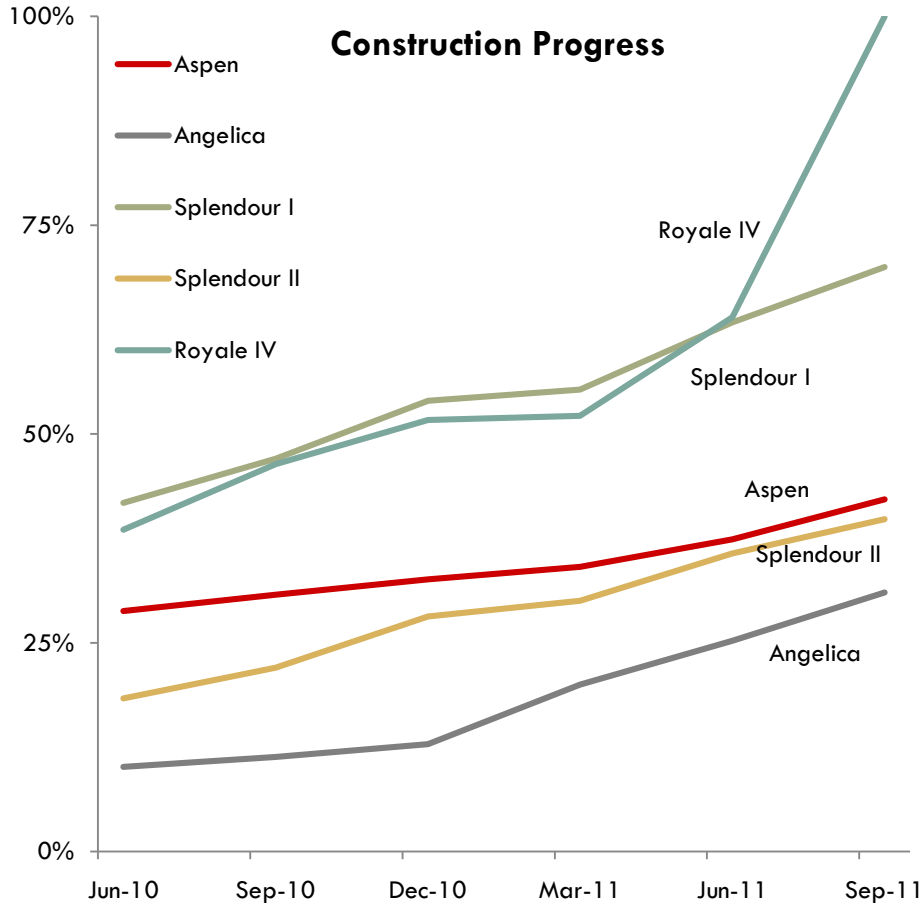
# Forthcoming Projects and Land Bank

Category	Location	Project	Company	Interest to MLDL	DFP (mn sft)
Forthcoming	Mumbai	Ghatkopar	MLDL	100%	0.22
		GE Garden *	MLDL	100%	0.13
	Pune	Pimpri Residential Project	MLDL	100%	1.60
	NCR	Aura subsequent phases	MLDL	100%	0.53
	Hyderabad	Kukatapally Project*	MLDL	100%	1.00
	Chennai	Aqualily subsequent phases	MRDL	49%	0.78
		Iris Court	MITL	96%	0.29
	Nagpur	MIHAN Project	MBDL	70%	1.53
	<b>TOTAL Forthcoming</b>				
Land Bank	Nasik	Satpur Project	MLDL	100%	0.60
	Pune	Pimpri Commercial Project	MLDL	100%	0.30
	Chennai	MWC Chennai Residential	MITL	96%	11.00
	Mumbai	Thane Project	MLDL	100%	0.59
		Kandivli Project	MLDL	100%	0.10
<b>TOTAL Land Bank</b>					<b>12.59</b>

\*Joint Development



# Construction Progress – West

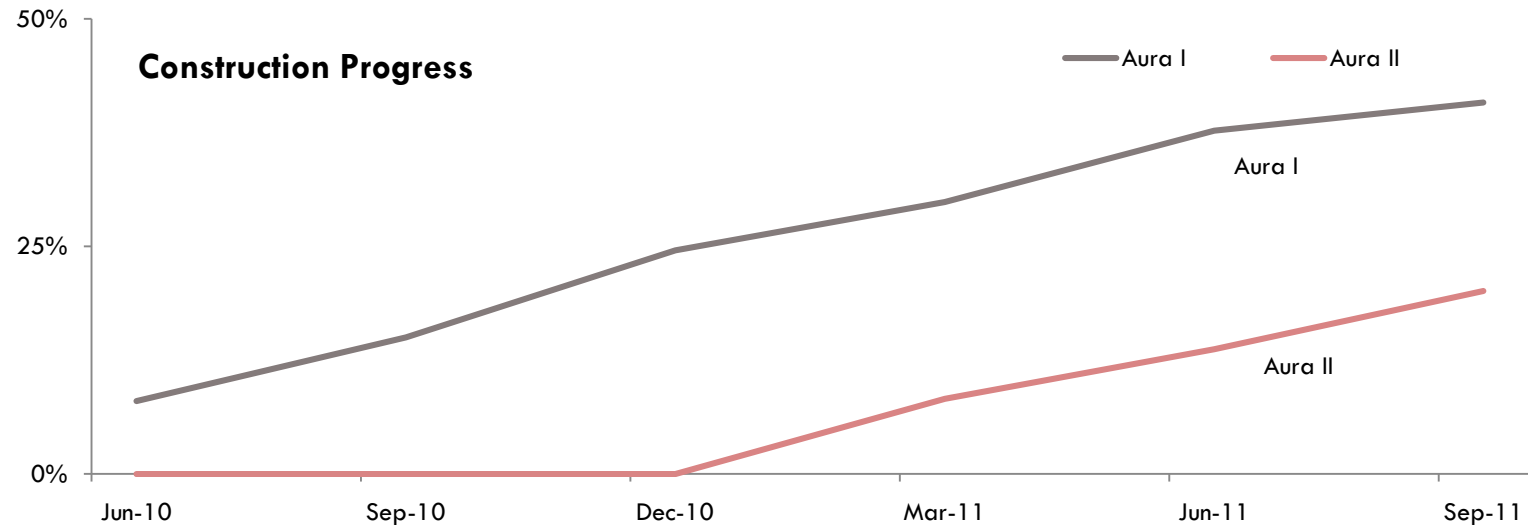


*Eminente Angelica, Mumbai*





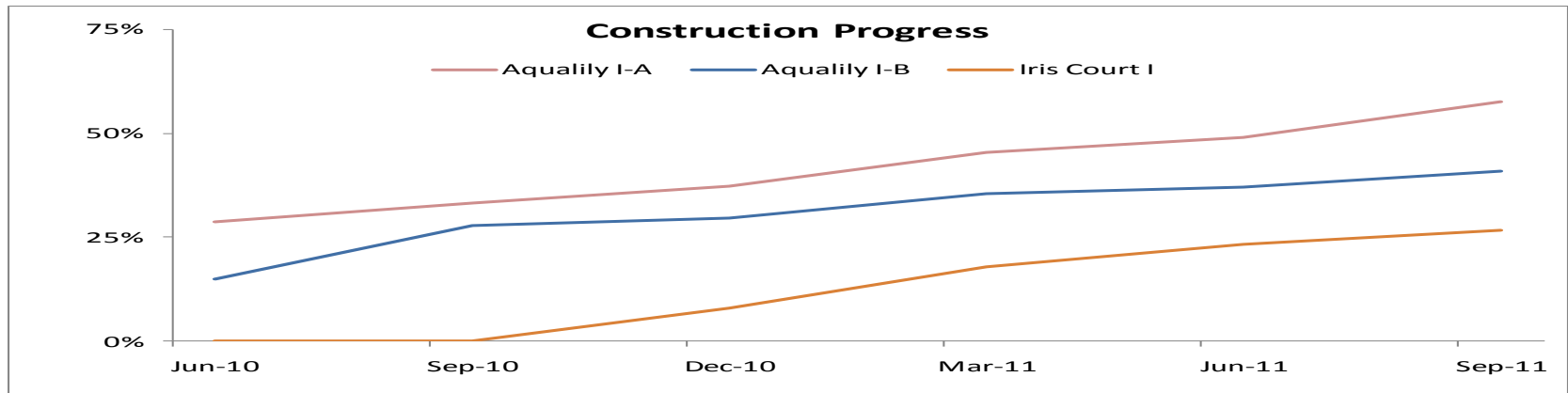
# Construction Progress – North



## Aura Ph II, Gurgaon



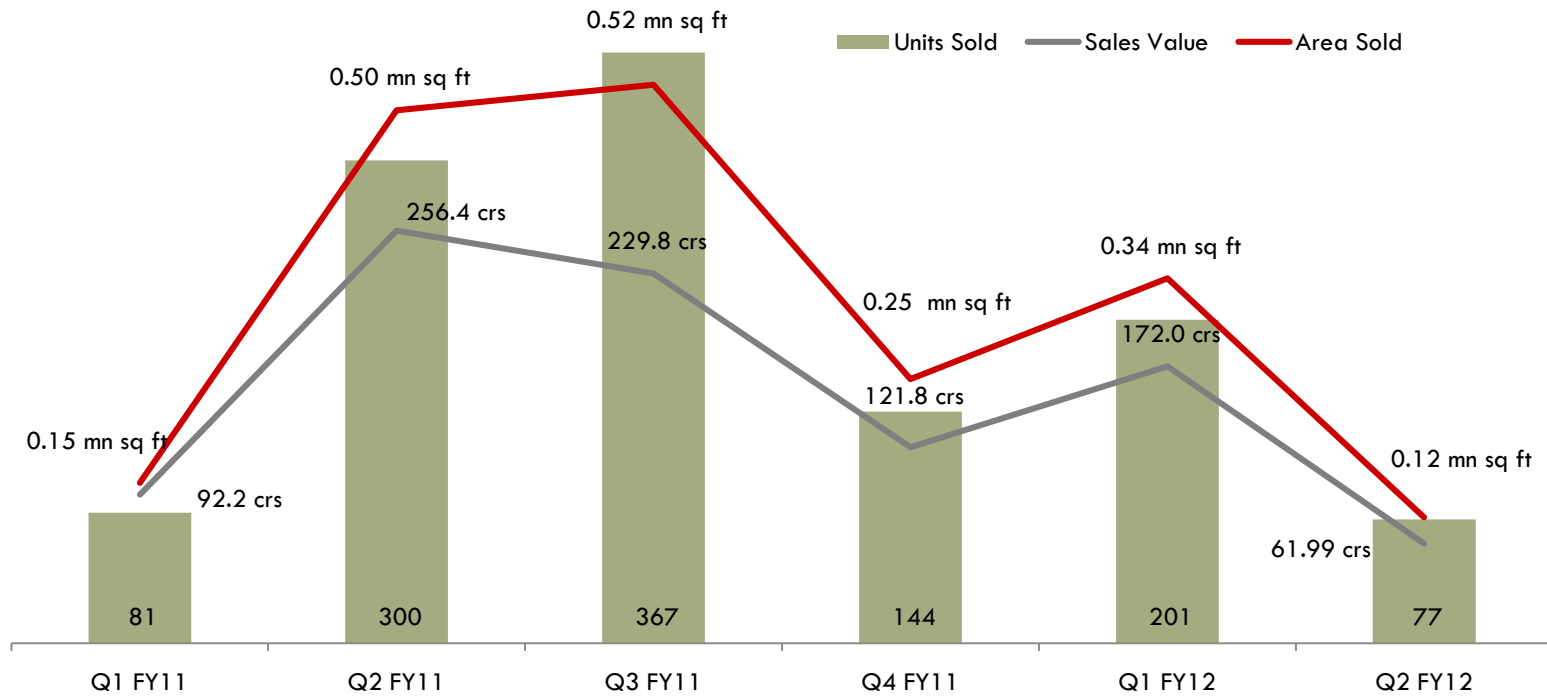
# Construction Progress – South



*Iris Court, MWC Chennai*



# Sales Trend



*Launches :*

Aspen  
 Aura Ph II  
 Aqualily Apt A

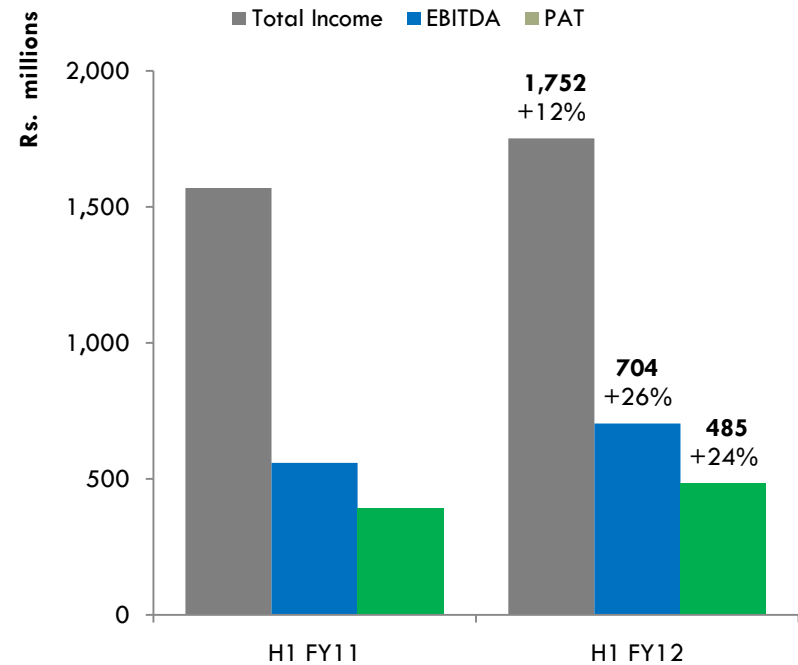
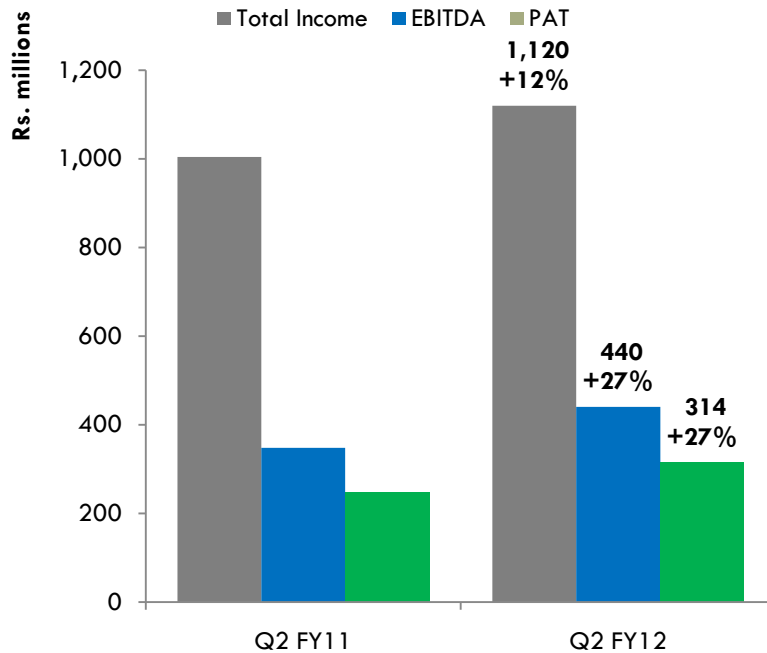
Iris Court

Aura Ph III

Aqualily Ph III

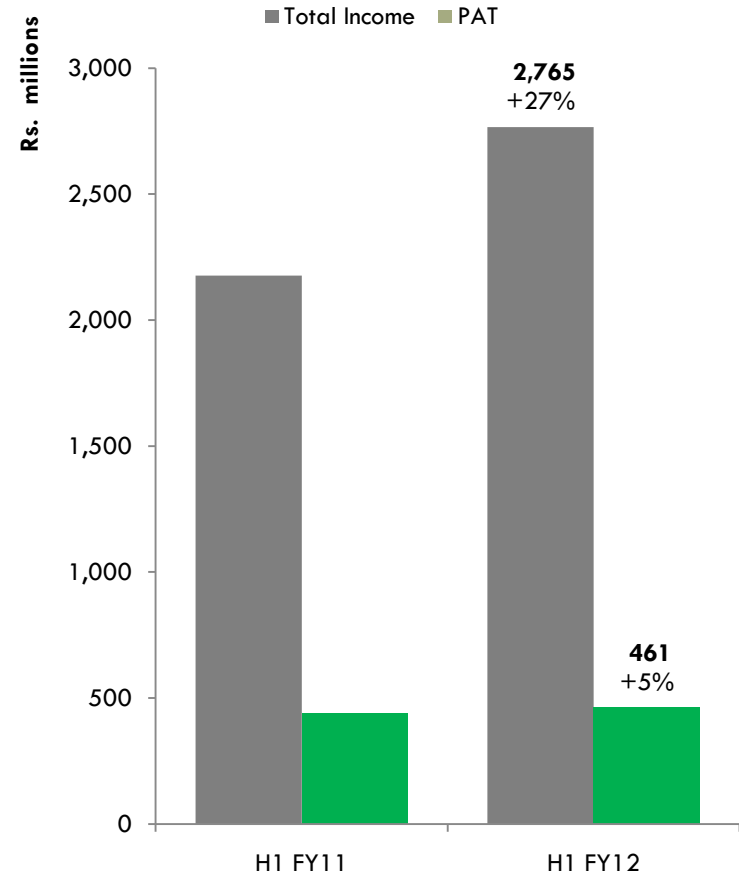
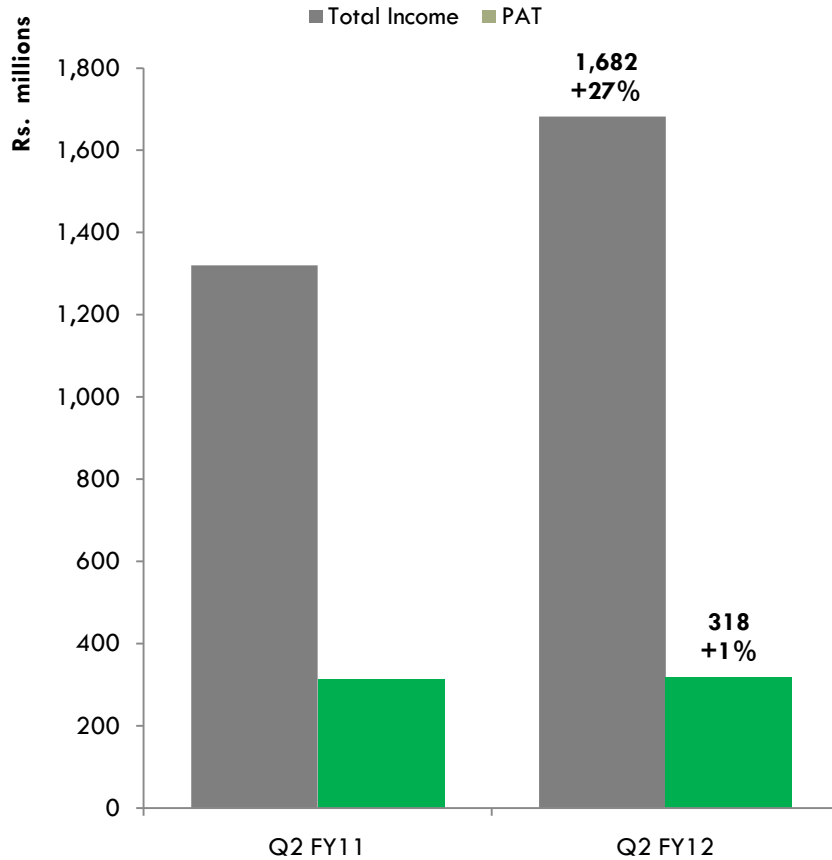


# Financial Results – Standalone



- Earnings per share(not annualised): Rs. 11.88 in H1 F12 (+24% YoY)
- Sale of residential units (MLDL + subsidiaries) in H1 FY12: Rs. 2340 Mn

# Financial Results – Consolidated



*Numbers not subject to Limited Review*

# Financial Snapshot – STANDALONE Profit & Loss

	Q2 2012	Q2 2011	H1 2012	H1 2011
<b>Income</b>				
Operating Income	938	890	1,752	1,569
Other Income	182	114	273	163
	<b>1,120</b>	<b>1,004</b>	<b>2,025</b>	<b>1,732</b>
<b>Expenditure</b>				
Operating Expenses	568	578	1,099	1,012
Employee Remuneration & Benefits	48	34	102	75
Administration & Other Expenses	64	45	121	87
Interest & Finance charges	5	-	7	-
Depreciation	7	6	13	11
	<b>691</b>	<b>662</b>	<b>1,342</b>	<b>1,184</b>
<b>Profit before taxation</b>	<b>428</b>	<b>342</b>	<b>683</b>	<b>548</b>
Less : Provision for Current Taxation	124	97	205	159
Less : Provision for Deferred Taxation	(10)	(2)	(8)	(3)
<b>Profit for the year after Tax</b>	<b>314</b>	<b>247</b>	<b>485</b>	<b>391</b>

All figures in Rs. millions





Thank You

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