

Date: 28<sup>th</sup> July, 2021

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:

Security	BSE	NSE	ISIN
Equity Shares	532313	MAHLIFE	INE813A01018

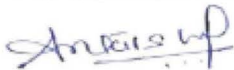
Sub: Intimation under Regulation 30(2) of the Securities & Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“SEBI LODR”).

Dear Sir / Madam,

Pursuant to Regulation 30(2) of the SEBI LODR, enclosed is the presentation on the Company’s financial & operational results for the 1<sup>st</sup> quarter ended on 30<sup>th</sup> June, 2021.

Kindly take the same on your record and display the same on the website of the Stock Exchange.

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



**Ankit Shah**  
**Assistant Company Secretary & Compliance Officer**  
**ACS-26552**



Encl.: a/a



**Mahindra Lifespace Developers Ltd.**

CIN: L45200MH1999PLC118949

Mahindra Towers, 5<sup>th</sup> Floor, Dr. G. M. Bhosale Marg

Worli, Mumbai 400 018, India

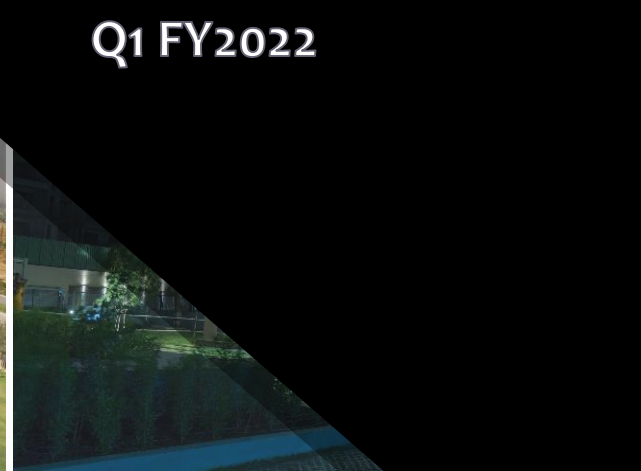
Tel: +91 22 6747 8600/8601

[www.mahindralifespaces.com](http://www.mahindralifespaces.com)



# Mahindra LIFESPACES

Investor Presentation  
Q1 FY2022



# DISCLAIMER

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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 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)**

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1 MLDL Overview

2 MLDL Residential

3 MLDL IC & IC

4 MLDL Financials

5 MLDL Leadership

1 MLDL Overview

Snapshot

Operational Highlights

- Residential
- IC & IC

Evolution

Awards and Recognitions

Sustainability

# MLDL SNAPSHOT

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

**25+ years**  
Of Legacy

**~ Rs. 3100 cr**  
Market Capitalisation  
as on 30<sup>th</sup> Jun'21

**80+**  
Awards

**43**  
Residential Projects

**2**  
Business Verticals:  
Residential  
IC&IC

**6 cities**  
Presence in Residential  
Business

**Sustainable  
Urbanization  
Mission**

**500+**  
Employees

**~ 27.4 msft**  
Development footprint of  
Residential Business

**12000+**  
Happy Customers

**3 cities**  
Presence in IC&IC  
Business

**5000+ acres**  
Development footprint of  
IC&IC Business

**4**  
Brands

**IC&IC:**  
MWC & Origins  
**Residential:**  
Lifespaces &  
Happinest

**100%**  
Green  
Portfolio

# MLDL OPERATIONAL HIGHLIGHTS - RESIDENTIAL

Building Joyful Homecomings and creating lasting value for our customers

Q1 FY 2022

Finalised the terms to purchase a land in Pune from M&M Ltd., having development potential of **~0.44 msft.**



**0.18** msft

Sales Volume  
(RERA Carpet Area: 0.11 msft)



Rs. **145** cr  
Sales Value



Rs. **204** cr  
Collections



**0.12** msft  
Completions



**151** units  
Handovers

# MLDL OPERATIONAL HIGHLIGHTS - INTEGRATED CITIES & INDUSTRIAL CLUSTERS

Leading Integrated Industrial Ecosystem : 5 Destinations, 1 Motive - MAKE IN INDIA

Q1 FY 2022

6.7 acres leased to 3 customers for Rs. 14.3 cr

MWC Chennai: Sold 3.0 acres of Outside Boundary Land

MWC Jaipur: Leased 3.7 acres to 2 customers\*

## Features of Integrated Cities & Industrial Clusters (IC&IC) Business Segment

Widespread

Over 5000+ acres of ongoing & forthcoming IC & IC in 3 cities with clients from 15+ countries

Sustainable

Planned to be sustainable at its core, future-ready & flexible to its citizens

Social

Presence in the strategic growth areas of the country along Golden Quadrilateral & Delhi-Mumbai Industrial corridor

# MLDL 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



- 100+ clients

1994

Mahindra Group forays into the 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 IFC & 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 onwards

- Achieved milestone of 100+ clients in MWC Jaipur



# MLDL AWARDS AND RECOGNITIONS

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

2021

1. MWC Chennai recognised as **'Best Industrial Park'** at Business Today 'Business Leaders of State Awards 2021'
2. Awarded in the **'Corona Warriors'** category at the CIDC Vishwakarma Awards 2021.

2020

1. MWC in Chennai and Jaipur recognized as **most promising global free zones** by fDi magazine
2. One of **India's Top Builders** at the 15<sup>th</sup> Construction World Architect & Builder Awards 2020

2019

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

2018

1. Ranked among the **'Top 100 Best Companies for Women in India'**
2. Construction World Architect and Builders Award, One of **India's Top Builders**

2017

1. Ranked 29th in the list of **Great Places to Work in India**, in the 'Mid-sized Companies' category
2. **Best PPP model** (Mahindra World City)

2016

1. Porter Prize For **Excellence In Governance**
2. Ranked **2<sup>nd</sup> in Asia**, in the 'Diversified'/'Listed' category of real estate companies, in the Global Real Estate Sustainability Benchmarking (**GRESB**) report

# MLDL SUSTAINABILITY

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

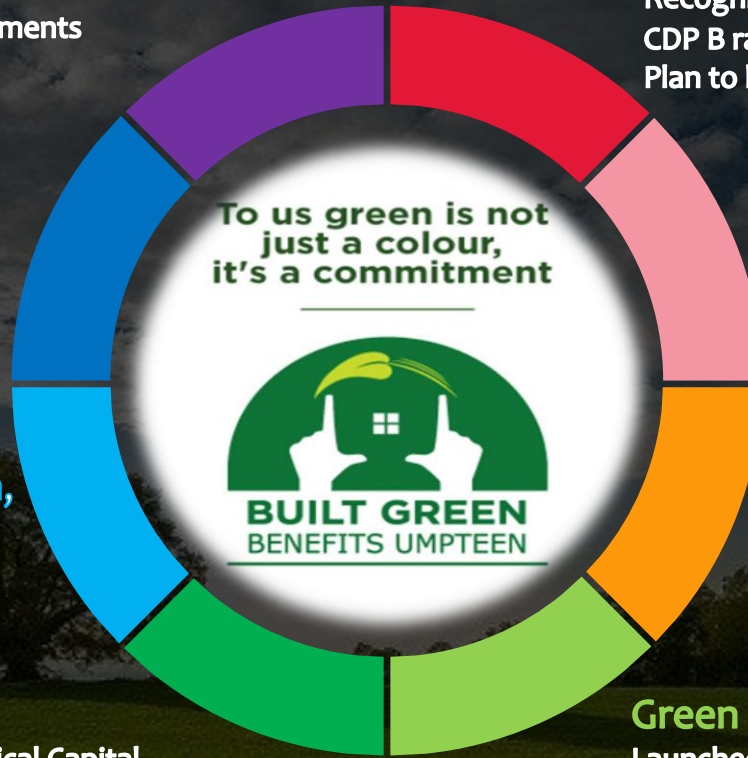
~22+ msft certified developments

~30+ certified residential and IC&IC projects

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

### ESG Initiative:

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



Recognized by GRI, GRESB, CDP & TCFD

CDP B rank in Climate Disclosure & CDP A Rank in Supply Chain Plan to become carbon neutral by 2040, signatory to SBTi

Mahindra TERI Center of Excellence for research on environment related activities

Founding member of Sustainable Housing Leadership Consortium (SHLC)

**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



Zero waste-water discharge at all facilities



MWC Jaipur received C40 Stage 2 Certification



2nd position in Corporate Social Responsibility

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2 MLDL Residential

Introduction

Historical Trend

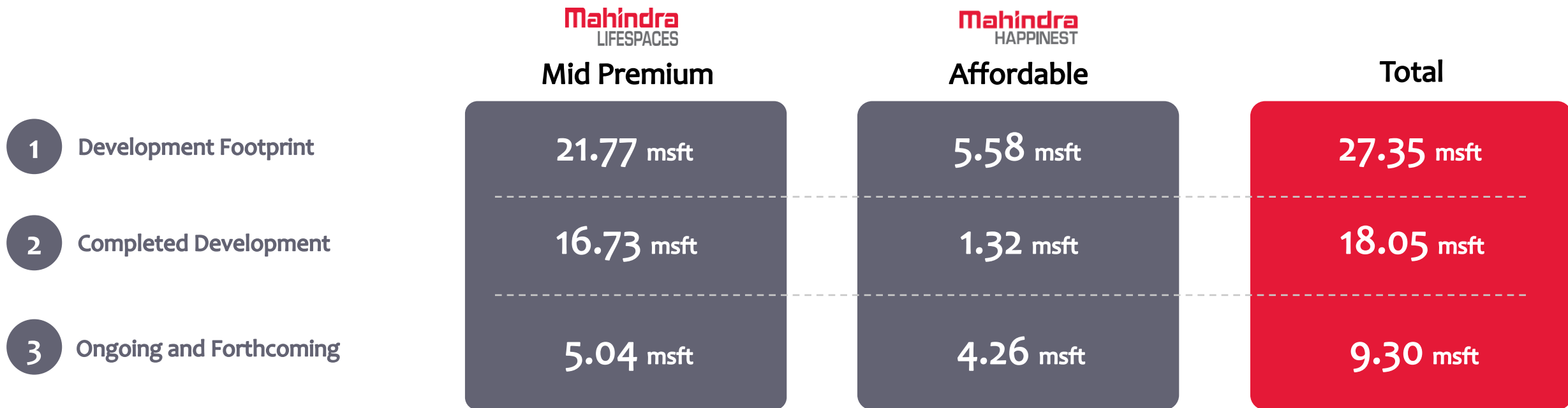
Project Portfolio

Sustainable Future Cash Flows

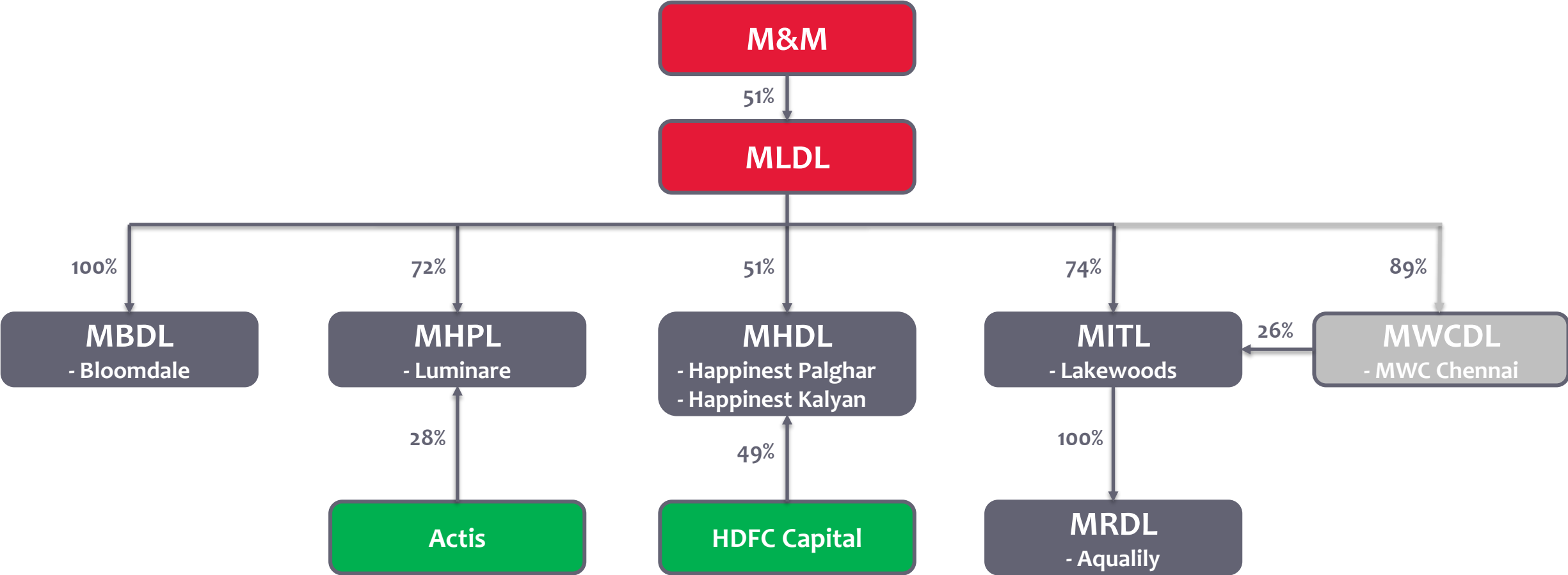
Robust Technology

# MLDL RESIDENTIAL | INTRODUCTION

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

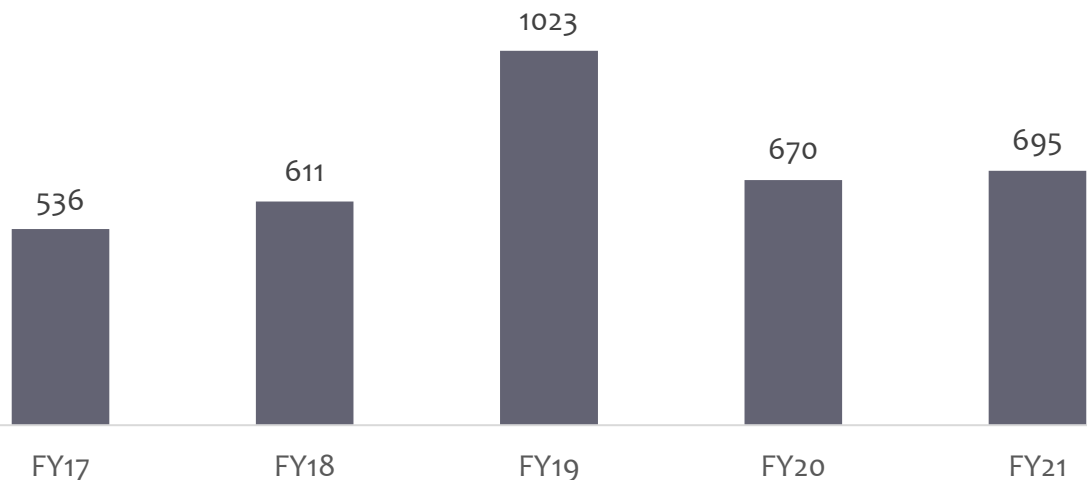


# MLDL RESIDENTIAL | INTRODUCTION – STRUCTURE OVERVIEW



# MLDL RESIDENTIAL | HISTORICAL TREND - ANNUAL

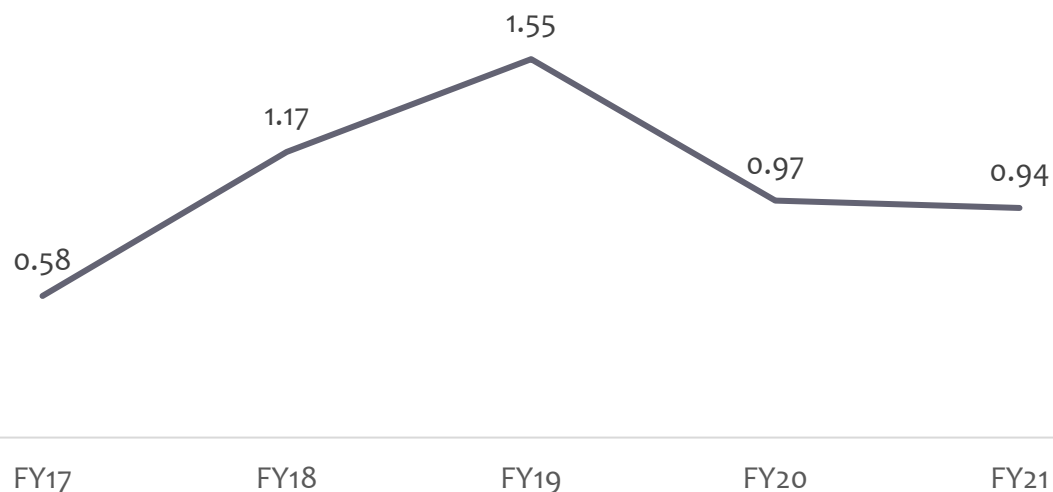
### Sales Value (Rs. cr)



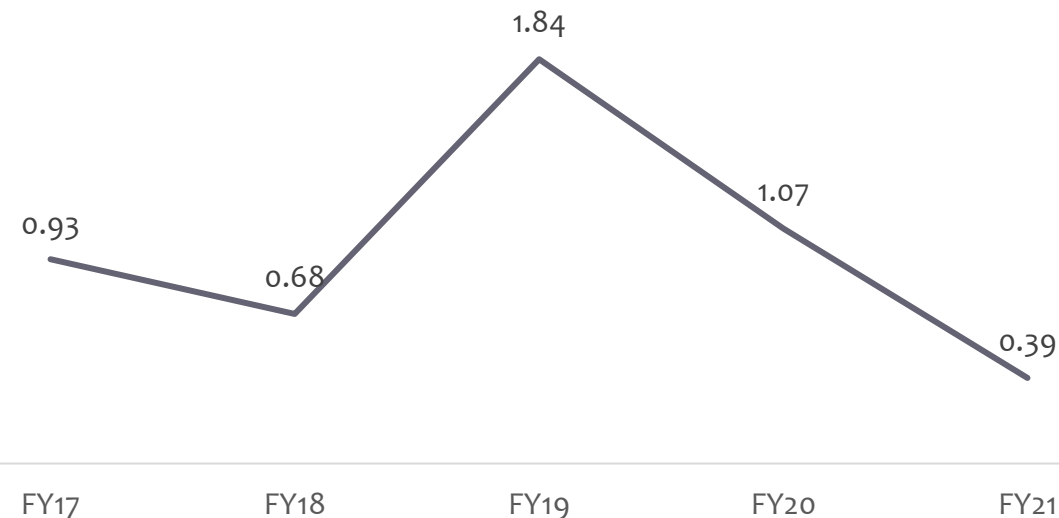
### Saleable Area (msft)



### Launches (msft)



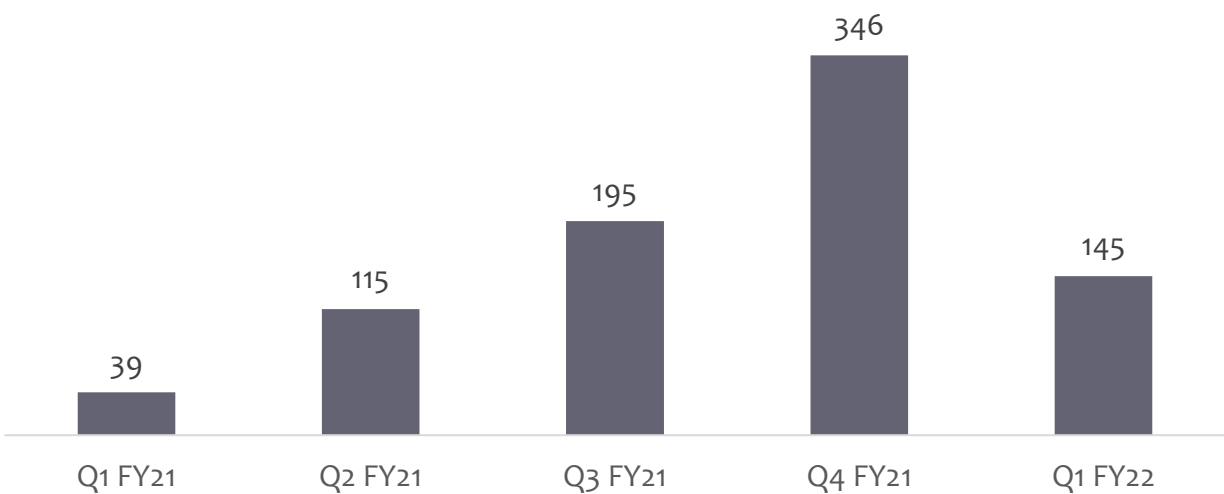
### Completions (msft)



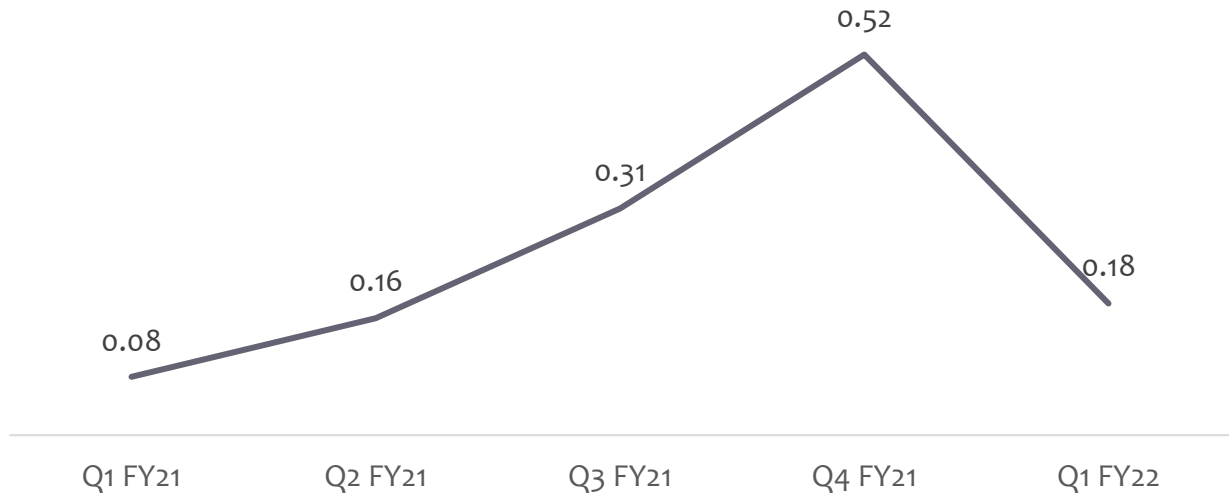
Note: All figures correspond to MLDL and associates, including JD partner share & commercial units that are part of residential development wherever applicable.

# MLDL RESIDENTIAL | HISTORICAL TREND - QUARTERLY

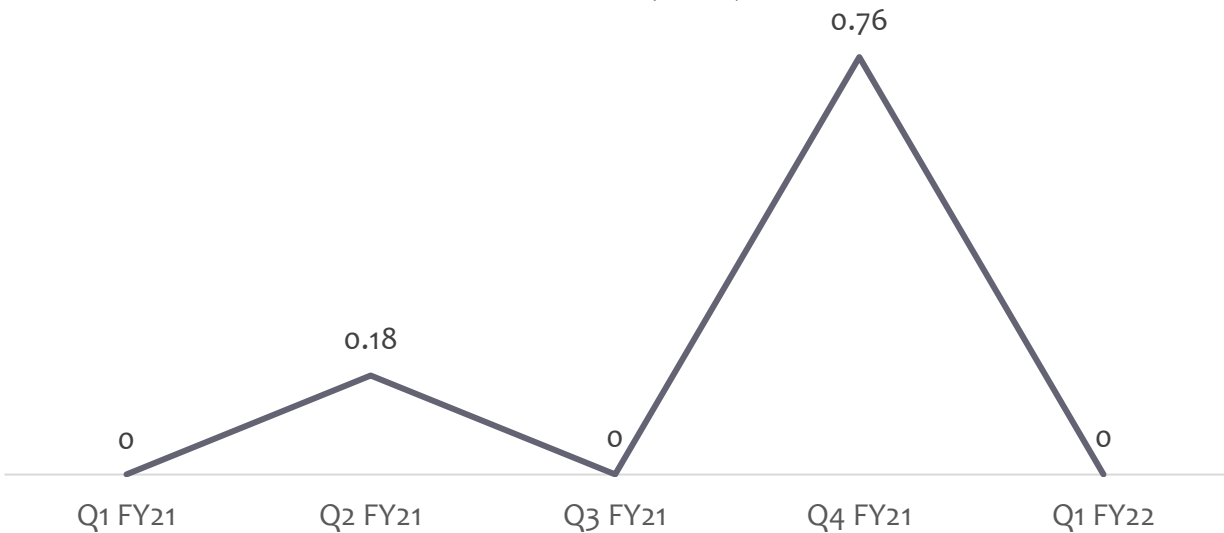
Sales Value (Rs. cr)



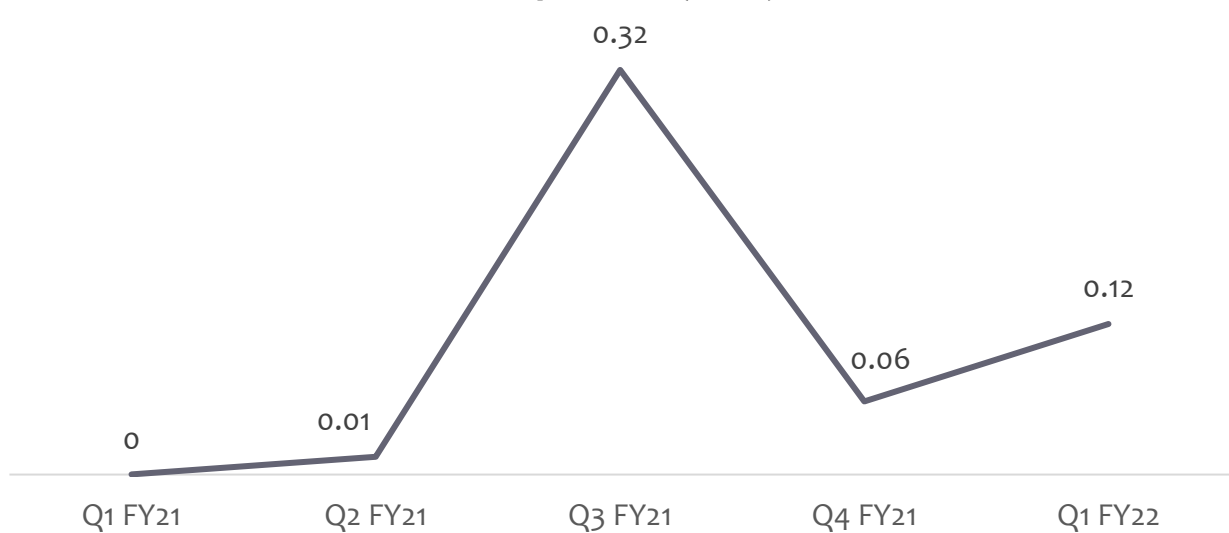
Saleable Area (msft)



Launches (msft)



Completions (msft)



Note: All figures correspond to MLDL and associates, including JD partner share & commercial units that are part of residential development wherever applicable.

# MLDL RESIDENTIAL | PROJECT PORTFOLIO - ONGOING PROJECTS

## Mid-Premium Housing (Lifespaces)

Location	Project Name	Total Development	Launched Development	Completed Development	Area Sold	Ongoing Development	Area Sold	Completion %
		A	B	C	of C	D	of D	of D
MMR	Roots	0.14	0.14	0.00	NA	0.14	0.10	72%
	Vicino	0.26	0.18	0.00	NA	0.18	0.09	69%
	Alcove #	0.39	0.15	0.00	NA	0.15	0.05	29%
	Serenes	0.16	0.06	0.00	NA	0.06	0.00	84%
Pune	Centralis	0.34	0.34	0.00	NA	0.34	0.34	47%
Nagpur	Bloomdale	1.55	1.55	1.00	1.00	0.55	0.43	74%
NCR	Luminare #	1.20	0.77	0.37	0.37	0.41	0.21	93%
Chennai	Aqualily	1.58	1.51	1.35	1.35	0.16	0.00	37%
	Lakewoods	0.90	0.28	0.00	NA	0.28	0.23	61%
<b>TOTAL</b>		<b>6.52</b>	<b>4.98</b>	<b>2.72</b>	<b>2.72</b>	<b>2.27</b>	<b>1.45</b>	<b>69%</b>

## Affordable Housing (Happinest)

Location	Project Name	Total Development	Launched Development	Completed Development	Area Sold	Ongoing Development	Area Sold	Completion %
		A	B	C	of C	D	of D	of D
MMR	Happinest Palghar Ph 1	0.43	0.43	0.16	0.14	0.27	0.22	88%
	Happinest Palghar Ph 2	0.36	0.18	0.00	NA	0.18	0.10	32%
	Happinest Kalyan	0.84	0.84	0.00	NA	0.84	0.68	50%
Pune	Happinest Tathawade	1.19	0.51	0.00	NA	0.51	0.29	19%
Chennai	Happinest Avadi	0.73	0.71	0.64	0.64	0.08	0.08	67%
<b>TOTAL</b>		<b>3.55</b>	<b>2.67</b>	<b>0.80</b>	<b>0.78</b>	<b>1.88</b>	<b>1.37</b>	<b>42%</b>

Note: Above figures are based on saleable area (msft) & includes JD partner's share wherever applicable.

# Project under Joint Development (JD)



# MLDL RESIDENTIAL | PROJECT PORTFOLIO - FORTHCOMING PROJECTS

## Subsequent Phases of Existing Projects

Location	Project Name	Estimated Saleable Area (msft)
MMR	Vicino	0.09
	Alcove #	0.24
	New Project (Alibaug)	0.09
	Happinest Palghar Ph 2	0.18
Pune	Happinest Tathawade	0.68
NCR	Luminare #	0.43
Chennai	Aqualily	0.07
	Lakewoods	0.62
	Happinest Avadi	0.02
<b>TOTAL</b>		<b>2.42</b>

## New Projects

Location	Project Name	Estimated Saleable Area (msft)
MMR	New Project (Kalyan)	1.09
Pune	New Project (Pune)	0.44
Bengaluru	New Project (Kanakpura)	0.79
Chennai	MWC Chennai Residential 21	0.41
<b>TOTAL</b>		<b>2.73</b>

**5.15 msft**

Total Forthcoming Projects Area

**~ 2.77 msft**

Forthcoming in Mid-Premium

**~ 2.38 msft**

Forthcoming in Affordable

# MLDL RESIDENTIAL | PROJECT PORTFOLIO - READY TO MOVE INVENTORY

Location	Project Name	Company	Balance units to sell
MMR	Happinest Boisar	MLDL	83
	Happinest Palghar 1	MHDL	41
Chennai	Aqualily Apts	MRDL	1
<b>TOTAL</b>			<b>125</b>

Happinest Boisar



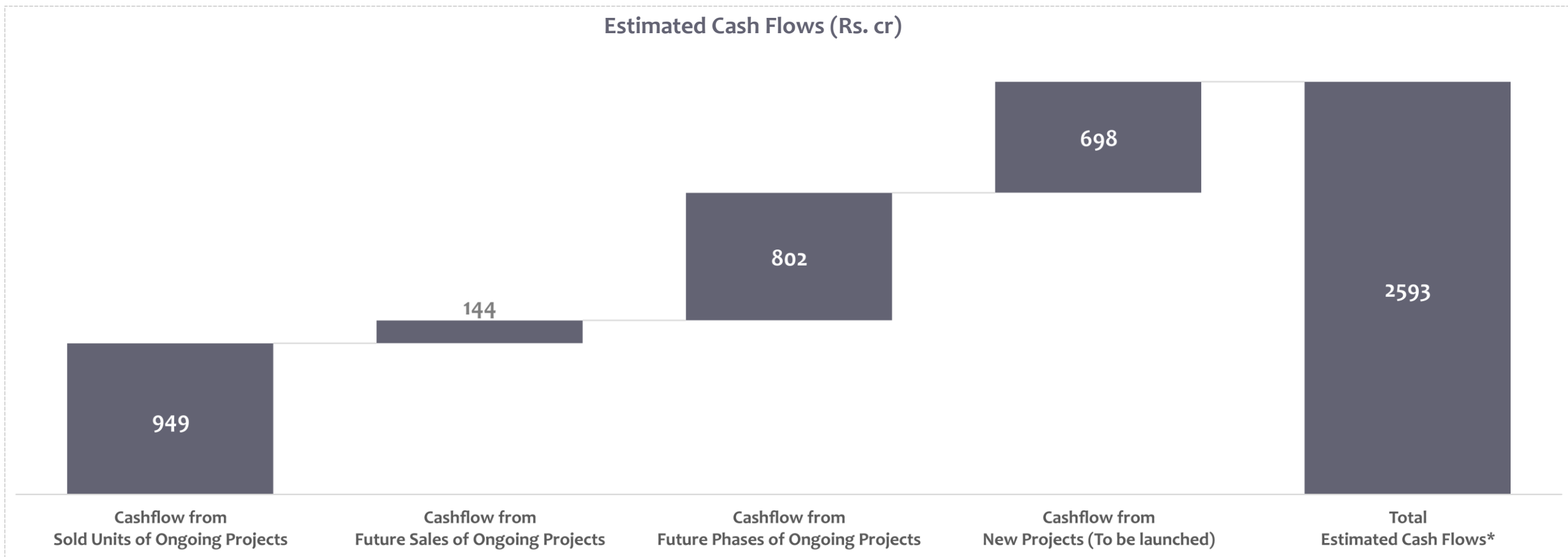
Happinest Palghar I



Aqualily Apts



# MLDL RESIDENTIAL | SUSTAINABLE FUTURE CASH FLOWS



Sold Units of Ongoing Projects	Value (Rs. Cr)	Future Sales of Ongoing Projects	Value (Rs. Cr)	Future Phases of Ongoing Projects	Value (Rs. Cr)
Sales Completed	1737	Estimated Sales <sup>^</sup>	1017	Estimated Sales <sup>^</sup>	1744
Less: Amount Collected	788	Less: Estimated Construction Cost #	873	Less: Estimated Construction Cost #	942
<b>Net amount to be collected</b>	<b>949</b>	<b>Net amount to be collected</b>	<b>144</b>	<b>Net amount to be collected</b>	<b>802</b>

## 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

## IRIS

- Customer Acquisition (Landing Pages, Social Handles, 99acres)

## SAP HANA

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



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Introduction

MWC Highlights

MWC In Detail

Sustainable & Resilient amidst Covid-19

ORIGINS In Detail

Land Inventory

# MLDL IC & IC | INTRODUCTION

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

**Mahindra** WORLD CITY

Integrated Cities

Chennai

- 60 kms from city
- Partnership with TIDCO

Jaipur

- 20 kms from city
- Partnership with RIICO
- Company owned IT Park eVolve

ORIGINS

by Mahindra WORLD CITY

Industrial Clusters

Chennai

- 35 kms from city
- Partnership with Sumitomo

Ahmedabad

- On NH-47
- 75 kms from city

Forthcoming in Pune

- ~500 acres gross planned area
- Land acquisition stage

## Why IC&IC..?



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

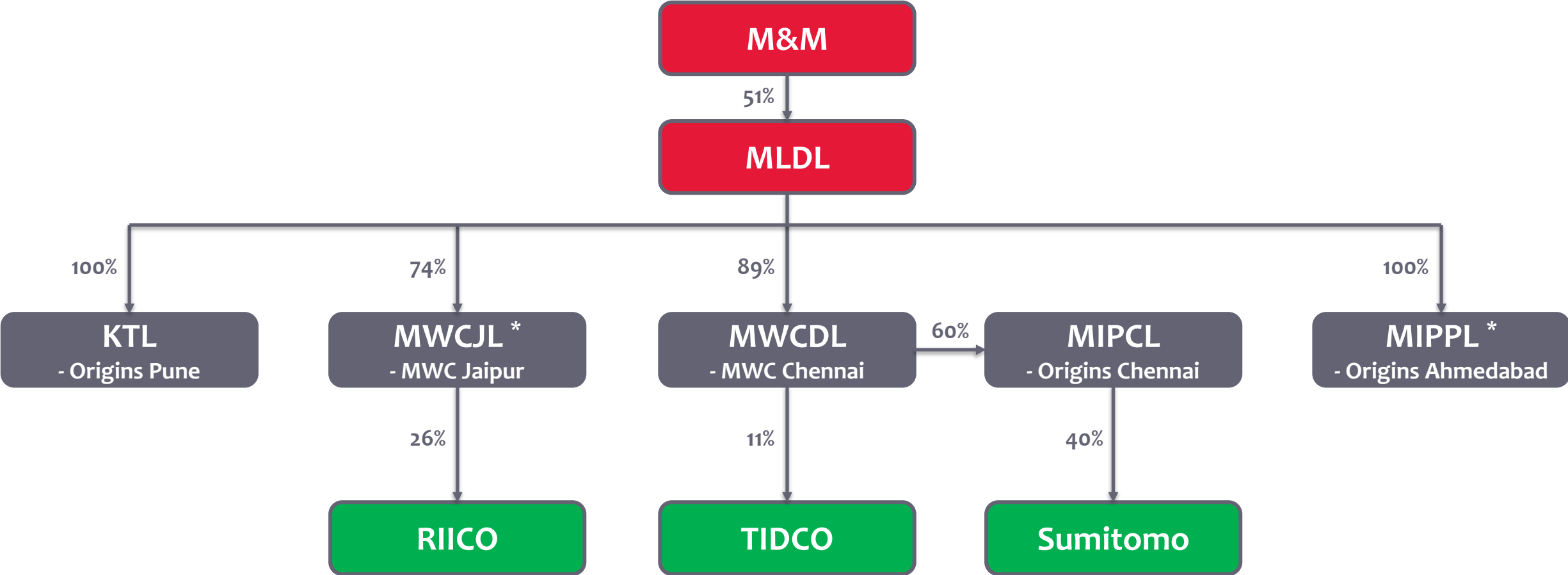


ACCESS TO SKILLED WORKFORCE



HASSLE FREE TRANSACTION

# MLDL IC & IC | INTRODUCTION – STRUCTURE OVERVIEW



# MLDL IC & IC | MWC HIGHLIGHTS

Started in 2002, MWC is India's first integrated business city planned as a single destination for both domestic and global companies

## MWC Chennai

## MWC Jaipur

1 Total Investments \*

~Rs. 6361 cr

~Rs. 5451 cr

2 Gross Area  
Leasable Area

1524 acres  
1145 acres

2913 acres  
2011 acres

3 Acres leased

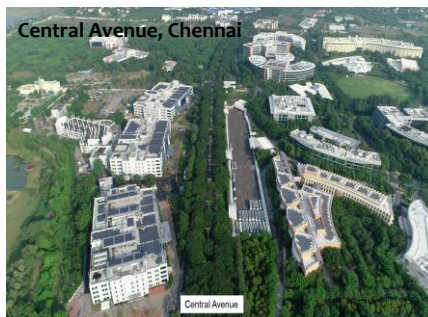
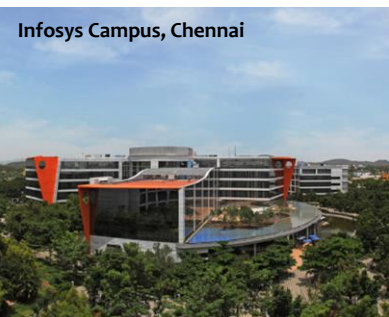
1120 acres to 84 customers (67 operational)

863 acres to 104 customers (67 operational)

4 Marquee Clientele

Infosys, BMW, BASF, NCR, Armstrong, Capgemini,  
Accudyne, Arvos Group

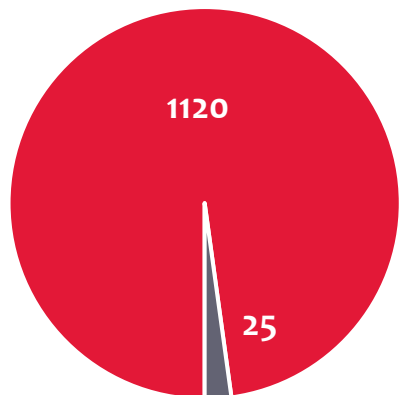
Infosys, Deutsche Bank Group, Metlife, JCB, Perto, Appirio,  
DTC Group, DMF





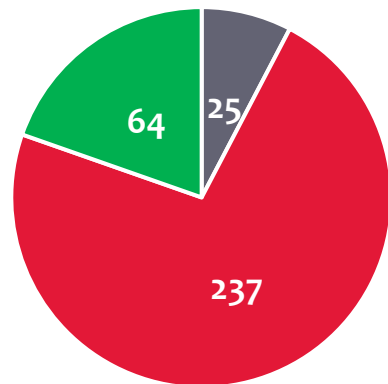
## Chennai

Leasable Area: 1145 acres



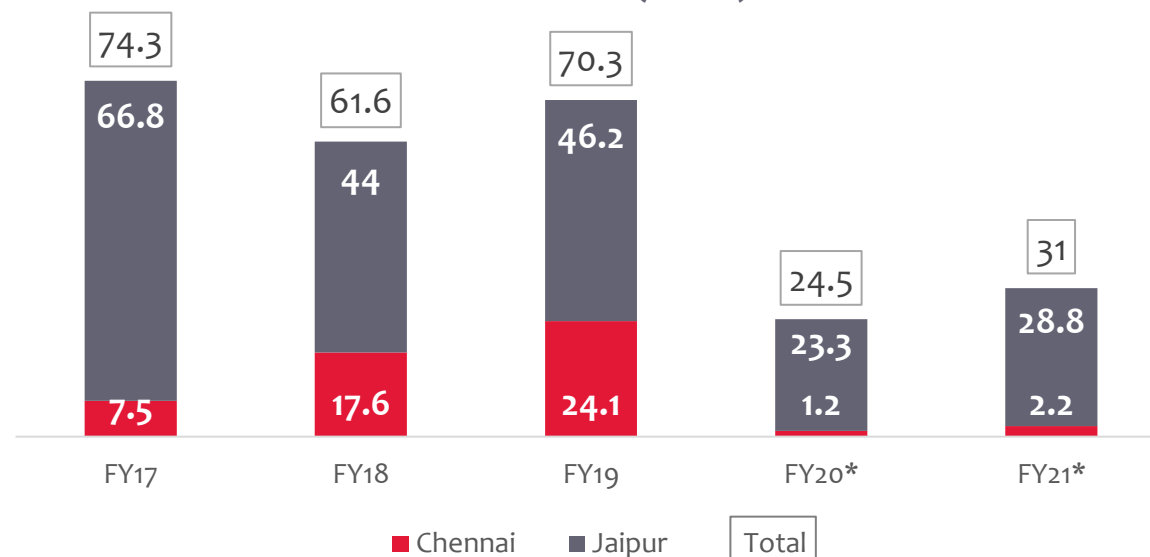
■ Leased ■ Unsold

Balance Inventory in MWC DL



■ MWC, Chennai ■ Origins Chennai Phase 2  
■ Outside MWC Boundary

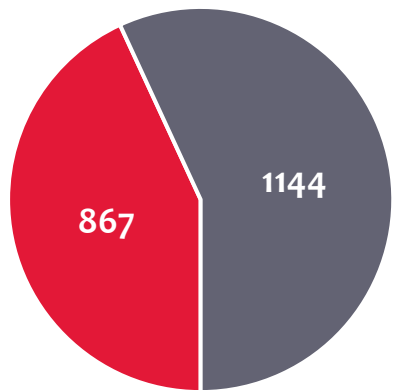
## Leased Area (Acres)



■ Chennai ■ Jaipur Total

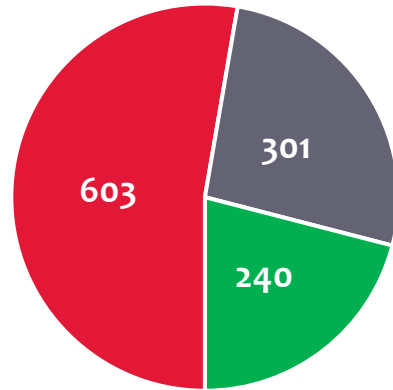
## Jaipur

Leasable Area: 2011 acres



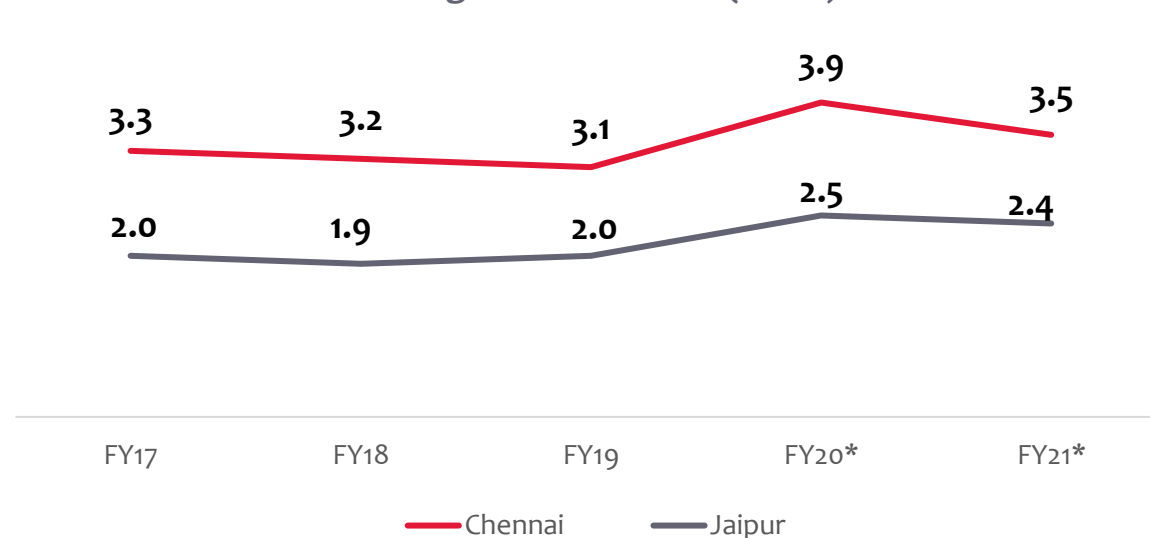
■ Leased ■ Unsold

Balance Inventory



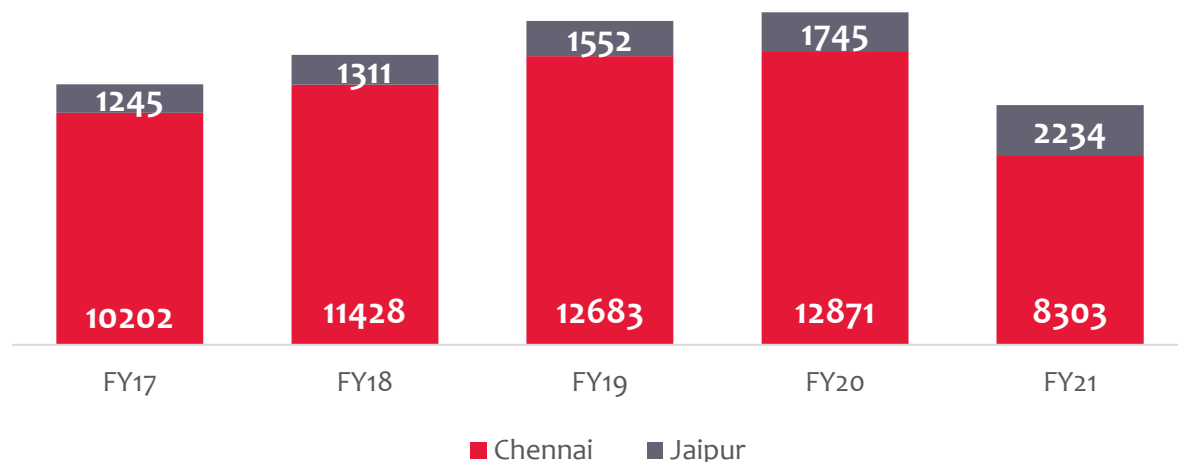
■ SEZ ■ DTA ■ Resi & Social

## Average Price Per Acre (Rs. cr)

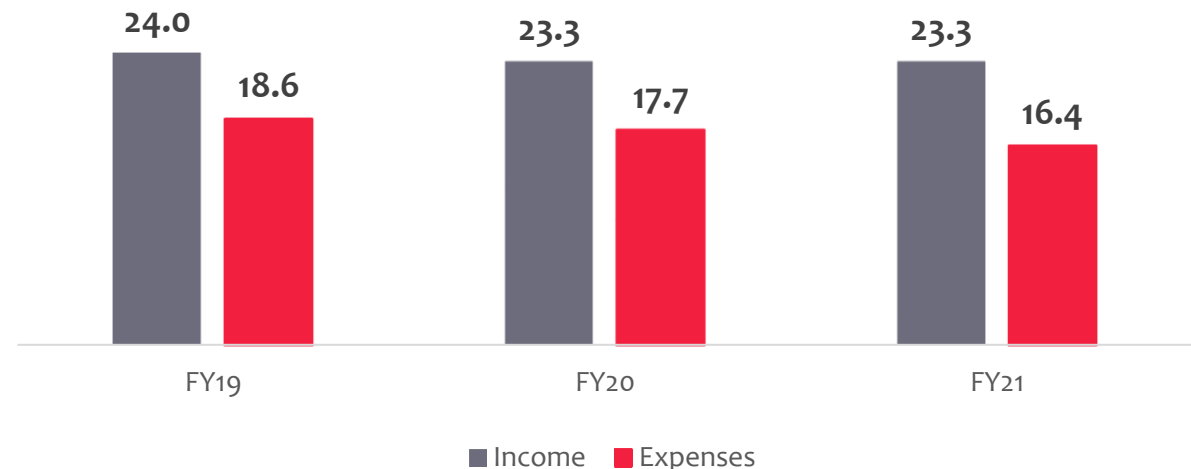


— Chennai — Jaipur

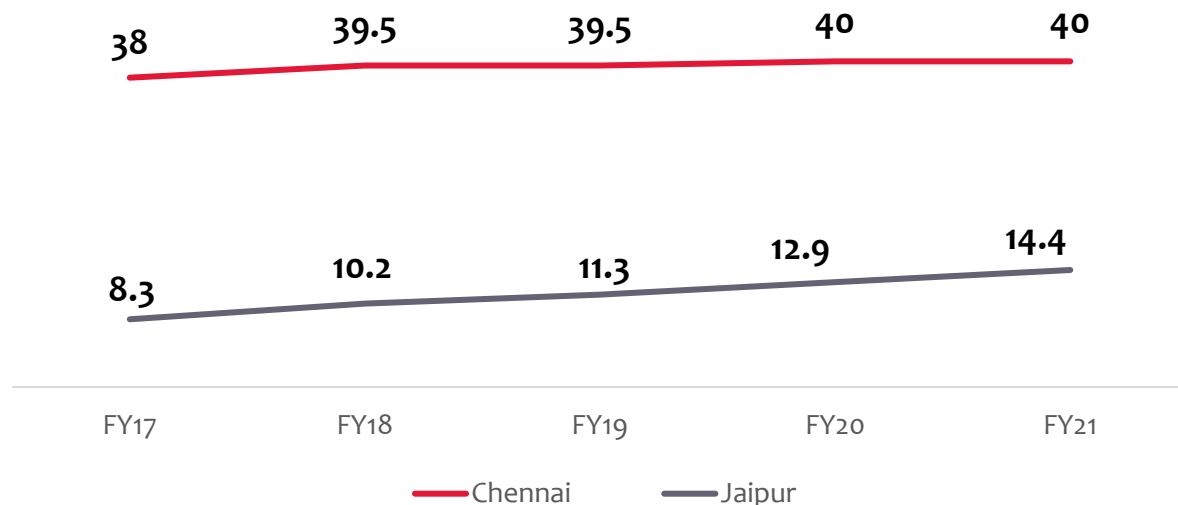
### Exports (Rs. cr)



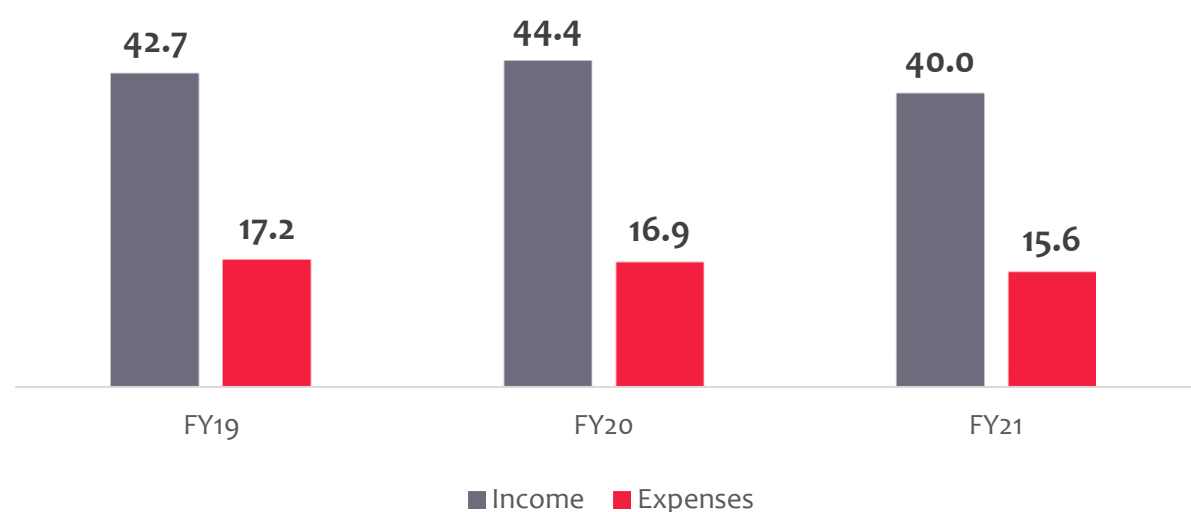
### Park O&M, Chennai (Rs. cr)



### Direct Employment (In `ooo)



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



# MLDL IC & IC | MWC - SUSTAINABLE & RESILIENT amidst COVID-19

Actionable & Rapid response ensuring safety, well-being and business continuity



**Corona Warrior  
CIDC Vishwakarma Awards 2021**

## Ensuring quicker business resumption amid Covid-19

- Sanitized operations and nil / minimum commute for workers
- Access controls at all entry points for the safety of workers
- Proximity to national highways and ports for supply chain continuity
- **97 out of 126 companies** resumed operations in <60 days during unlock 1 in Chennai and Jaipur.

## Prevented labor migration

- Formation of Task Force to monitor labor movement
- Uninterrupted supply of food / essential items at labour camps
- Supply of medical gears such as masks, sanitizers and medicines
- Strict adherence to all Govt directives & SOP's

## Ensuring employee safety & well-being

- Thermal Scanning & Vehicle disinfectant treatment at all entry gates
- Vaccination drive for Employees, Vendors & Workmen
- Awareness & training sessions
- Emergency response teams to provide immediate response

## Improved Customer Confidence

- **MWC Chennai:**
  1. FY 21 CSS score has moved to **89** from 61
  2. FY 21 CAP score has moved to **94** from 30
- **MWC Jaipur:**
  1. FY 21 CSS score has moved to **88** from 84
  2. FY 21 CAP score has moved to **76** from 72

## Testimonials

Truly we could start quickly and efficiently during Covid lockdown to meet overseas demand. Thanks to Team Mahindra, they ensured Covid-19 precautions are in place before people start coming to the park. All Govt. guidelines were circulated to industry members. Safety & hygiene is the highest priority for everyone at MWCJ. Business continuity and Resilience planning has been the core value demonstrated by MWCJ during Covid-19. Truly it is one if its kind, integrated & sustainable business city. Keep up the good work.

**Mr. Abhinav Banthia**  
Director, Manu Yantralaya Pvt. Ltd.

We never felt a niggle while moving to Mahindra SEZ during lockdown. They offered us support that truly was above and beyond their duties. Keeping the facility operational and safe could not have been possible without handholding & consulting support from Mahindra World City.”

**Mr. Mukul Gupta**  
Head Operation, Information Security and Quality

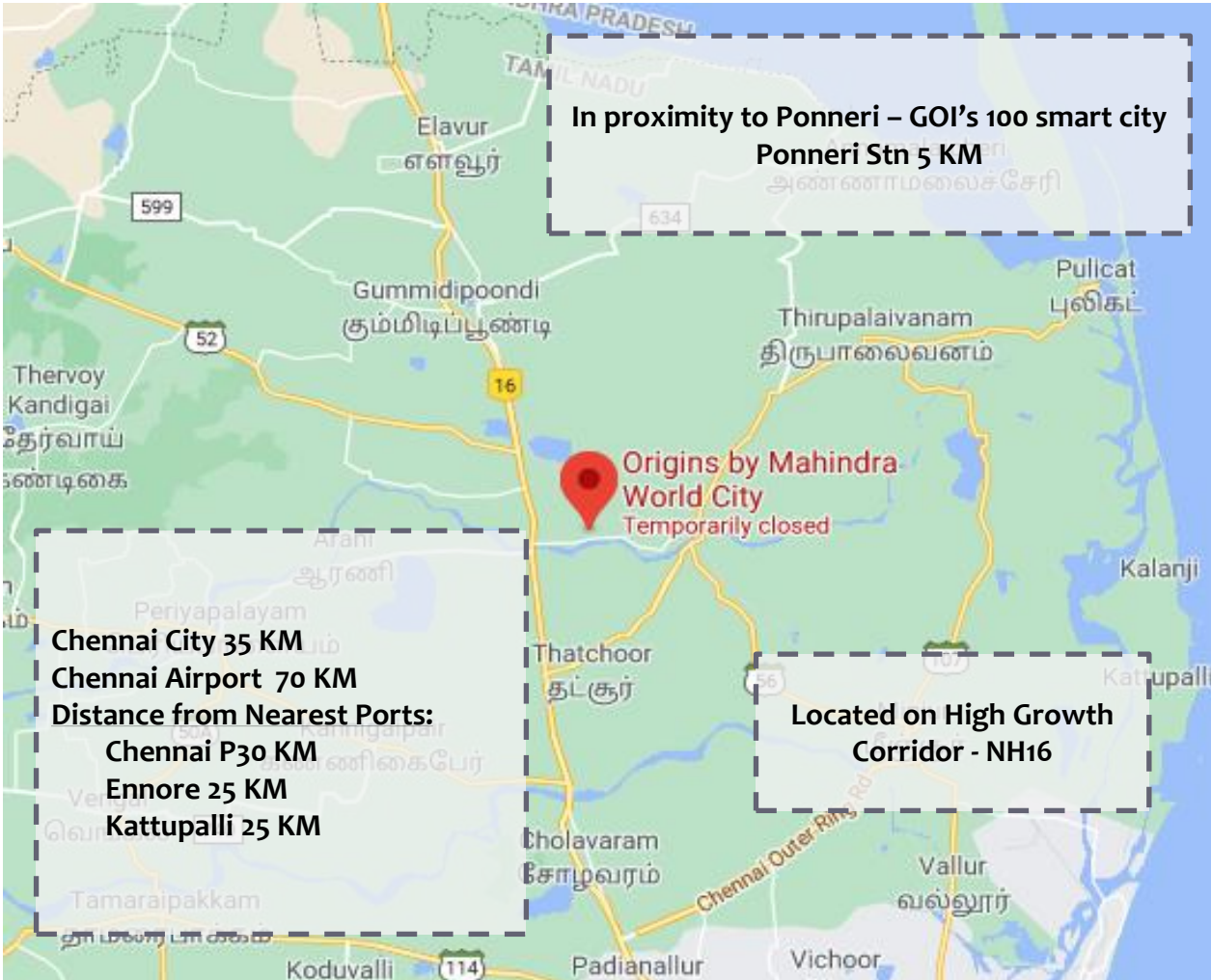
The advantages of operating within an integrated ecosystem have never been more apparent. Considering the challenges of reopening our factories at the peak of lockdown, I think we did a pretty good job and having Mahindra World City Jaipur handhold us all the way eased up things so much.

**Mr. Shirish Jain**  
Executive Vice President, KnitPro

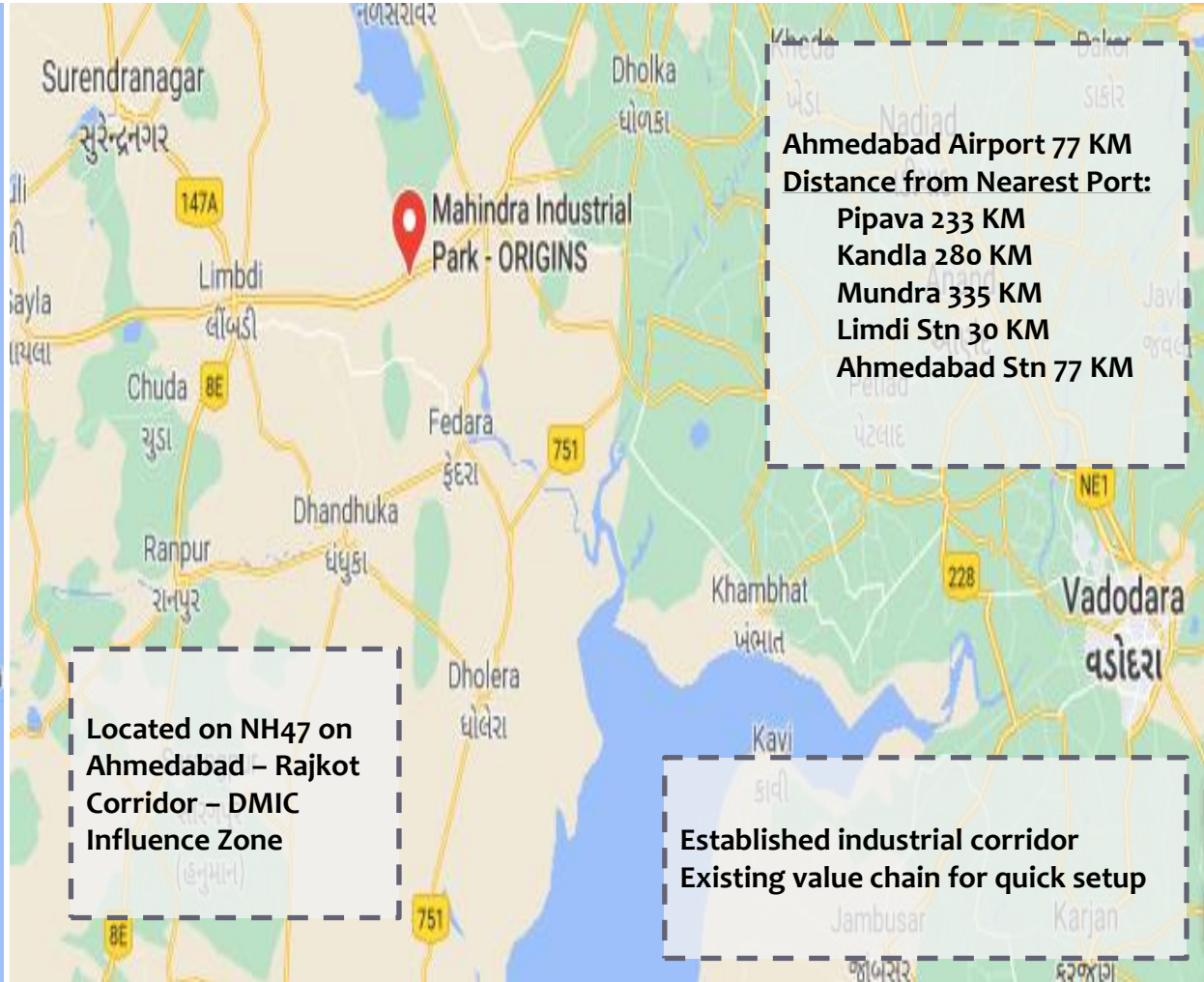
# MLDL IC & IC | ORIGINS IN DETAIL

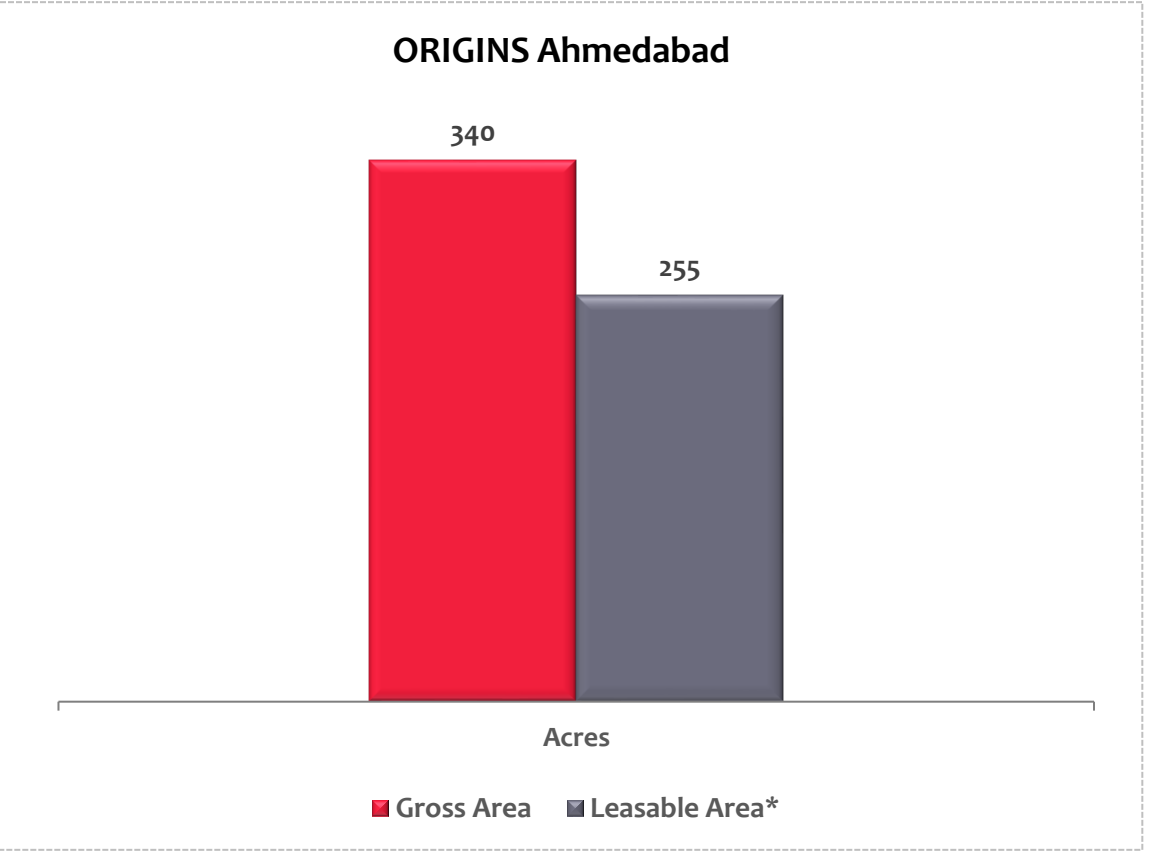
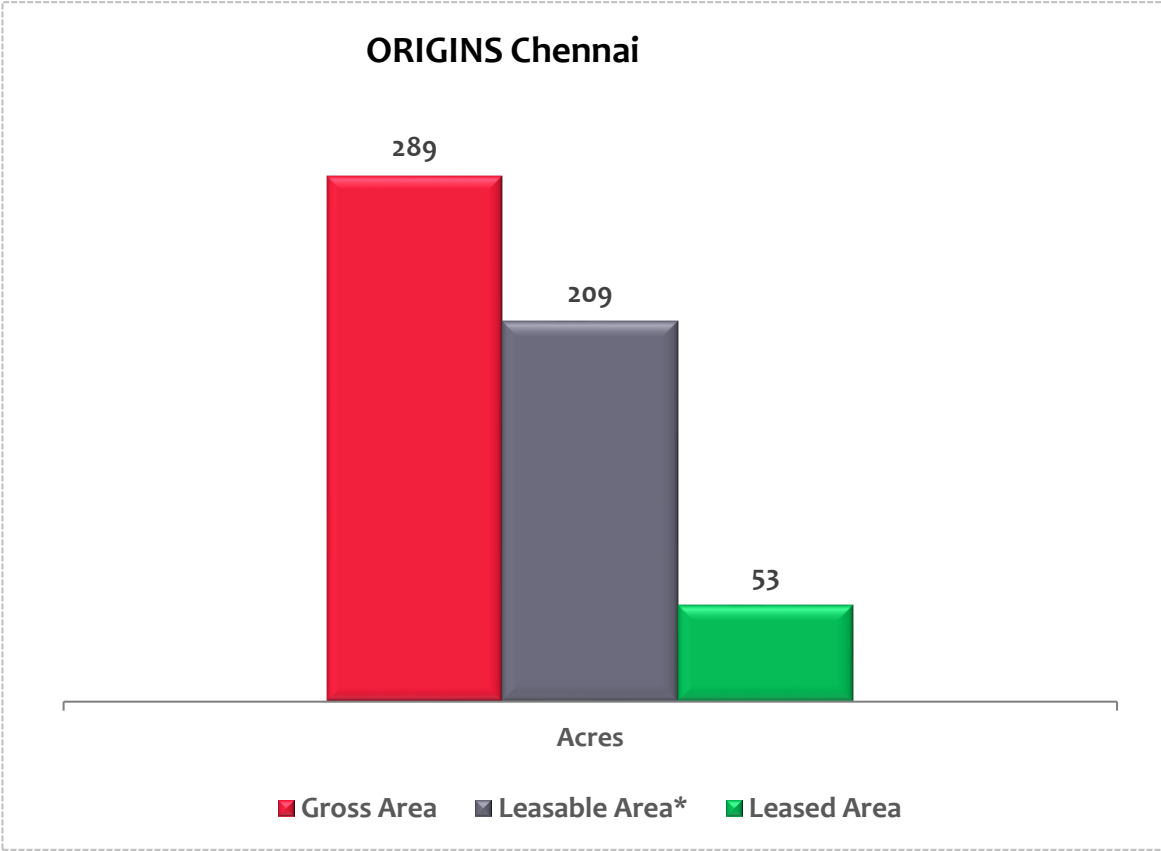
Robust Industrial ecosystem, created to empower businesses to achieve transformative and accelerated growth by offering industrial clusters of international standards

## ORIGINS Chennai



## ORIGINS Ahmedabad





\* Leasable area is based on management estimates and includes commercial & residential area, wherever applicable.

# 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 & master planning.
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	114	~25 acre land proposed to be converted for Industrial use. Balance to be monetized through residential development / plotted & outright leasing
MWC Chennai (Outside Boundary Land)	Chennai	64	Planned as land sale.
Gummidpundi (Origins Chennai Ph 2)	Chennai	~225 *	Under land aggregation stage to ensure contiguity.
<b>TOTAL</b>		<b>2262</b>	

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Consolidated Results

Segment Performance

# MLDL FINANCIALS | CONSOLIDATED RESULTS – KEY HIGHLIGHTS

Particulars	Q1 FY22	Q4 FY21	Q1 FY21
Income from Operations	148.2	56.0	14.3
Other Income	6.0	2.1	7.8
<b>Total Income</b>	<b>154.2</b>	<b>58.1</b>	<b>22.1</b>
Profit/ (Loss) Before Tax & Share in Net Profit / (Loss) of Associates	(20.9)	(38.5)	(17.7)
Share in Net Profit / (Loss) of Associates	1.4	4.9	(7.0)
Profit Before Tax	(19.5)	(33.6)	(24.7)
Net Profit / (Loss) for the period	(14.0)	(27.8)	(20.5)
<b>Net Profit / (Loss) after Non-Controlling Interest</b>	<b>(13.9)</b>	<b>(27.2)</b>	<b>(20.0)</b>

Particulars	FY21	FY20	FY 19
Total Income	187.8	645.9	653.9
EBIDTA*	(59.8)	(46.3)	159.5
Net Profit / (Loss) after Non-Controlling Interest	(71.7)	(193.4)	119.7
Net Worth (excluding Non-Controlling Interest)	1,631.1	1,701.3	1,929.5
<b>Net Debt to Equity Ratio</b>	<b>0.07</b>	<b>0.06</b>	<b>(0.03)</b>
<b>Cost of Debt</b>	<b>7.1%</b>	<b>8.7%</b>	<b>9.1%</b>



# MLDL FINANCIALS | CONSOLIDATED RESULTS - PROFIT & LOSS

PROFIT & LOSS STATEMENT	Q1 FY22	Q4 FY21	Q1 FY21	FY21
Income from Operations	148.2	56.0	14.3	166.3
Other Income	6.0	2.1	7.8	21.6
<b>Total Revenues</b>	<b>154.2</b>	<b>58.1</b>	<b>22.1</b>	<b>187.8</b>
Operating Expenses	137.2	44.4	5.8	117.3
Employee Remuneration & Benefits	22.8	20.1	19.9	75.7
Finance Costs	1.2	1.9	3.7	11.0
Depreciation & Amortisation	1.5	1.7	1.8	7.0
Administration & Other Expenses	12.4	28.6	8.6	66.8
<b>Total Expenditure</b>	<b>175.1</b>	<b>96.6</b>	<b>39.8</b>	<b>277.7</b>
<b>Profit from Ordinary Activities before Tax &amp; Share in Net Profit / Loss of Associates</b>	<b>(20.9)</b>	<b>(38.5)</b>	<b>(17.7)</b>	<b>(89.9)</b>
Share in Net Profit / (Loss) of Associates	1.4	4.9	(7.0)	12.1
<b>Profit from Ordinary Activities before Tax</b>	<b>(19.5)</b>	<b>(33.6)</b>	<b>(24.7)</b>	<b>(77.8)</b>
Less : Provision for Current Taxation	1.0	1.0	1.2	4.4
Less : Provision for Deferred Taxation	(6.4)	(6.8)	(5.4)	(10.8)
<b>Net Profit for the period</b>	<b>(14.0)</b>	<b>(27.8)</b>	<b>(20.5)</b>	<b>(71.5)</b>
Less: Minority Interest	(0.2)	(0.6)	(0.5)	0.3
<b>Net Profit / (Loss) after Taxes and Minority Interest</b>	<b>(13.9)</b>	<b>(27.2)</b>	<b>(20.0)</b>	<b>(71.7)</b>

# MLDL FINANCIALS | CONSOLIDATED RESULTS - BALANCE SHEET

EQUITY & LIABILITIES	Q1 FY22	FY21
Equity Share Capital	51.4	51.4
Other Equity	1,566.0	1,579.7
<b>Networth</b>	<b>1,617.4</b>	<b>1,631.1</b>
<b>Non-Controlling Interest</b>	<b>42.5</b>	<b>42.0</b>
Financial Liabilities		
(i) Borrowings	75.3	75.2
(ii) Lease Liabilities	5.4	-
(iii) Other Financial Liabilities	1.8	1.8
Provisions	4.9	5.2
Deferred Tax Liabilities (Net)	-	-
Other Non-Current Liabilities	-	-
<b>Non-Current Liabilities</b>	<b>87.3</b>	<b>82.2</b>
Financial Liabilities		
(i) Borrowings	179.3	168.2
(ii) Lease Liabilities	2.8	0.7
(iii) Trade Payables	132.1	134.9
(iv) Other Financial Liabilities	34.5	33.0
Other Current Liabilities	428.5	455.5
Provisions	11.4	10.3
Current Tax Liabilities (Net)	15.2	14.8
<b>Current Liabilities</b>	<b>803.6</b>	<b>817.4</b>
<b>Liabilities associated with Assets Held for Sale</b>	<b>-</b>	<b>-</b>
<b>TOTAL</b>	<b>2,550.8</b>	<b>2,572.7</b>

ASSETS	Q1 FY22	FY21
Property, Plant and Equipment	3.4	3.8
Right of Use Assets	8.1	0.6
Capital Work-In-Progress	15.5	14.6
Investment Property	20.4	20.5
Goodwill and Other Intangible Assets	66.0	66.1
Financial Assets		
(i) Investments	547.0	558.1
(ii) Trade Receivables	-	-
(iii) Loans	3.6	3.6
(iv) Others	-	1.9
Deferred Tax Assets (Net)	9.4	2.6
Other Non Current Tax Assets	66.7	65.2
<b>Non Current Assets</b>	<b>740.1</b>	<b>736.8</b>
Inventories	1,258.6	1,344.7
Financial Assets		
(i) Investments	0.0	0.0
(ii) Trade Receivables	53.3	56.4
(iii) Cash and Cash Equivalents	83.2	115.0
(iv) Bank Balances other than (iii) above	78.8	20.4
(v) Loans	84.7	84.7
(vi) Others	70.9	69.7
Current Tax Assets (Net)	-	-
Other Current Assets	181.2	144.9
<b>Current Assets</b>	<b>1,810.7</b>	<b>1,835.9</b>
<b>TOTAL</b>	<b>2,550.8</b>	<b>2,572.7</b>

# MLDL FINANCIALS | SEGMENT PERFORMANCE

SEGMENT RESULTS (Rs Cr)	Residential	IC & IC
	Q1 FY22	
Area Sold (msft) / Land Leased (acres)	0.18	6.7
Sales / Lease Income	145	14
Income from Operation	177	32
Other Income	8	0
<b>Total Income</b>	<b>185</b>	<b>32</b>
Cost of Sales	165	11
Gross Margins (%)	7%	66%
Other Operating Expenses	34	6
<b>EBIDTA</b>	<b>-14</b>	<b>15</b>
EBIDTA Margin (%)	-8%	49%
<b>PAT (before Non-Controlling Interest)</b>	<b>-16</b>	<b>1</b>
PAT Margin (%)	-9%	4%
Net worth <sup>§</sup>	1,521	860
Net Debt <sup>#</sup>	148	381
<b>Net Debt to Equity Ratio</b>	<b>0.10</b>	<b>0.44</b>

Note: Above details are provided for better understanding of the performance of Residential & Industrial segments 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.

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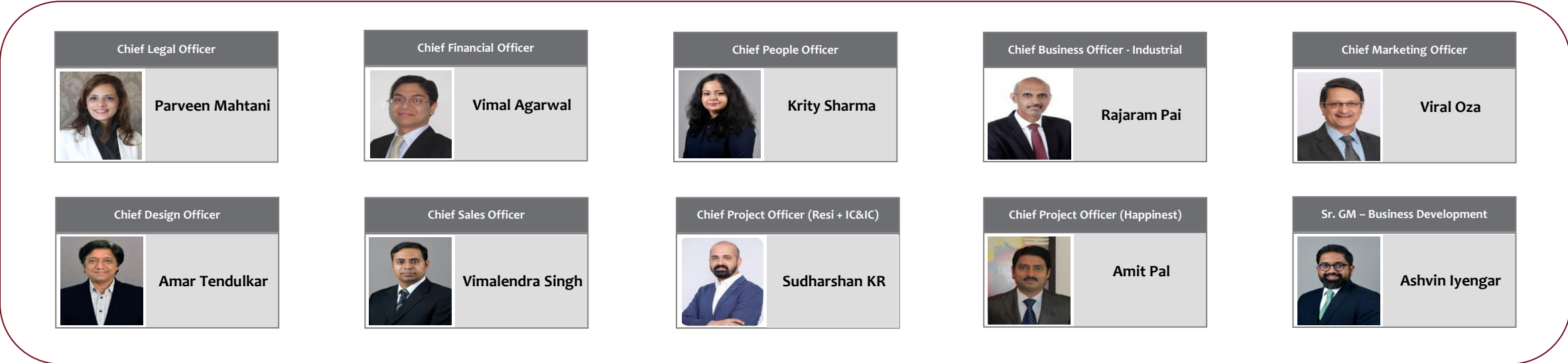
# MLDL LEADERSHIP | MANAGEMENT

**Non-Executive Chairman**

**Arun Nanda** 

**Managing Director & Chief Executive Officer**

**Arvind Subramanian** 





**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



**Mr S Durgashankar**  
(Non-Executive, Non-Independent Director)

- CA, Alumni of Harvard Business School - Advanced Management Program
- President - Group Controller of F&A, M&M Ltd
- Chairman of Mahindra Integrated Business Solutions Pvt. Ltd., Mahindra North American Technical Centre Inc. USA and Mahindra Vehicle sales and Service Inc. USA



**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.



**Mr Bharat Shah**  
(Non-Executive, Independent Director)

- B.Sc. from Mumbai University & H.N.D. in Applied Chemistry
- Chairman of HDFC Securities Limited, 3M India Limited and Exide Industries Ltd.
- Executive Director and founding member of HDFC Bank Ltd.; currently advisor to HDFC Bank Ltd. since 2013.

# THANK YOU

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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

# 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
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.
MLDL	Mahindra Lifespace Developers Limited