

30th March 2022

BSE Limited Corporate Services, Piroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Listing: http://listing.bseindia.com	National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai 400051 Listing: https://www.connect2nse.com/LISTING/
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Re:

Security	BSE	NSE	ISIN
Equity Shares	532313	MAHLIFE	INE813A01018

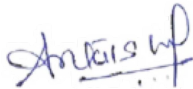
Sub: SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015 – Presentation made to the Analyst/Institutional Investor

Dear Sirs,

This is further to our letter dated 25th March 2022 wherein we had given you an advance intimation of the upcoming Analyst or Institutional Investor Interactions in terms of Regulation 30 read with Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

We wish to inform you that Company today virtually participated in Kotak - India Manufacturing Forum with Several Funds/Investors and the presentation made by the Company at the forum is enclosed herewith.

The aforesaid information is also disclosed on the website of the Company <http://www.mahindralifespaces.com>.

For Mahindra Lifespace Developers Limited

Ankit Shah
Assistant Company Secretary & Compliance Officer
ACS26552

**Mahindra Lifespace Developers Ltd.**

CIN: L45200MH1999PLC118949

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Worli, Mumbai 400 018, India

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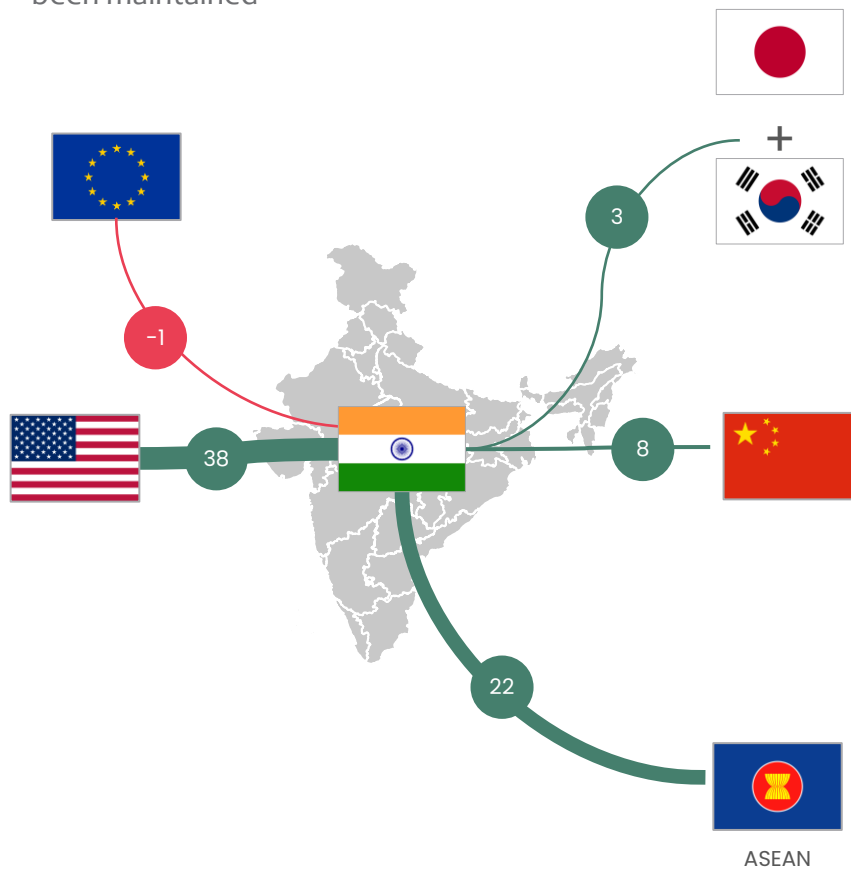
Kotak India Manufacturing Forum

30th March, 2022

Rajaram Pai
Chief Business Officer (Industrial), IC&IC

Corridors¹ to gain/lose global trade

\$B value of 2030F share vs. 2030 share had 2019 share of trade been maintained²



1. Excludes intra-bloc trade (e.g., trade within EU). Corridors shown represent 40% of all trade 2. Compares value of share of corridor if it changes in % of global trade in 2030 based on forecasts with if it maintains the same % of global trade in 2019 in 2030 3. South American trade bloc. 4. Southeast Asian trade bloc

Sources: BCG Global Trade Model 2021, UN Comtrade, OECD, WEF, IHS, GlobalInTradeAlert

Key Trends impacting Trade flow to India

- 1 **Tariff Risk**
Over 50% of China's exports have been affected by US tariffs`
- 2 **Rupee Depreciation**
Made import of supplies more expensive
- 3 **Increase in factor costs in China**
Avg. hourly labor costs have more than doubled from 2011 (\$2.1) to 2019 (\$4.8); with power costs also on the rise due to shortage of supply
- 4 **China+1 strategy post COVID**
Multiple cos. are looking to diversify supply chains given their dependency on China was exposed during COVID

Investment accelerating across 3 key segments

Theme 1



Toys



Textiles



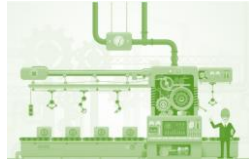
Auto
& Auto components



Furniture



Footwear



Capital Goods

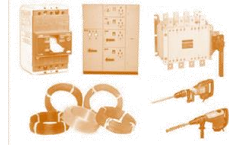
'Labor intensive' export focused

- Sectors with Mature Value Chains
- Leverage advantage of Skilled Manpower & Availability of Raw Materials
- Need to intensify Capacity Utilization

Theme 2



Med-Tech and
Pharma API



White Goods & Electrical,
appliances



Agri & Food
Processing



Chemicals



Metal
Processing &
Specialty Steel

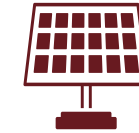
Moving up the Value Chain

- Improving R&D and tech know-how capabilities
- Need to get into higher value-added products and focus on increasing export market

Theme 3



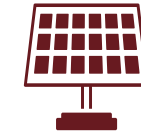
Data Centre



Clean Energy



Defence &
Aerospace



Clean Energy



EV & Energy
Storage



Electronics, &
Semiconductors

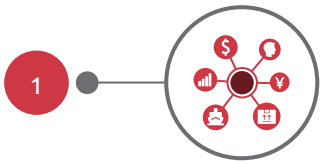
'Sunrise' High growth sectors

- Sectors with Emerging Value Chains
- India has advantage of large domestic market & technical workforce
- Need to focus on acquiring technology and developing world scale manufacturing capability



Thrust towards setting up mega clusters

Illustration: Mega Investment Textile Parks (MITRA) schemes launched by the Central Govt. in 2021 to facilitate competitiveness in textiles; facets below:



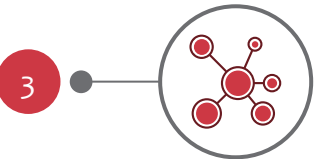
Large Textile Parks being setup:

7 mega textile parks to be set up in the next 3 years of 1000 acres each (with plug-and-play facility)



Parks to have integrated textiles value chain:

Presence of entire value chain from spinning, weaving, processing/dyeing and printing to garment manufacturing at one location



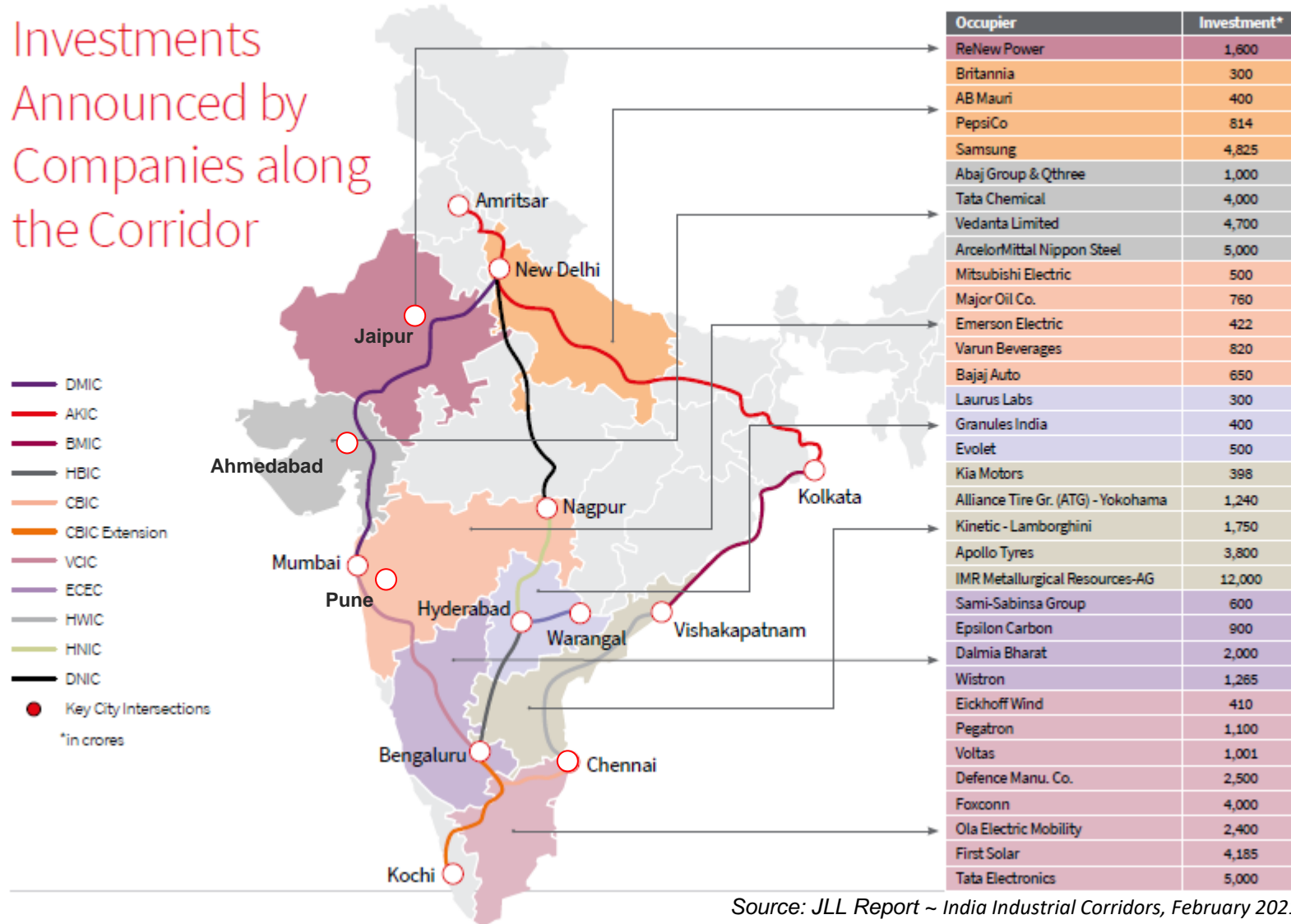
Interest from Multiple states:

Tamil Nadu, Punjab, Odisha, Andhra Pradesh, Gujarat, Rajasthan, Assam, and Karnataka, have expressed interest to set up parks

- ❖ Rising interest from govt. for setting up mega clusters in industries like:
- ❖ Toys (e.g. Koppal)
- ❖ Medical devices (e.g. in Vizag & Ujjain);
- ❖ Furniture (e.g. SIPCOT, in Tuticorin)
- ❖ PCPIR in Dahej & Mangalore
- ❖ Mega Food Parks across
- ❖ Bulk Drugs Park in Guj & Raj
- ❖ Defence Corridors in TN & UP

Industrial Infrastructure driving growth

Investments
Announced by
Companies along
the Corridor



Source: JLL Report ~ India Industrial Corridors, February 2021

- ❖ India witnessing growth across industrial corridors
- ❖ Superior connectivity and access to key ports driving demand across designated corridors
- ❖ Mahindra parks located along prominent corridors of DMIC / BMIC / VCIC



IC & IC

- Introduction
- Integrated Cities and Industrial Clusters (IC&IC)
- Destination of Choice
- Sustainability Led Growth
- X to 3X

Over 25 years of proven track record projects in 7 city clusters across the country

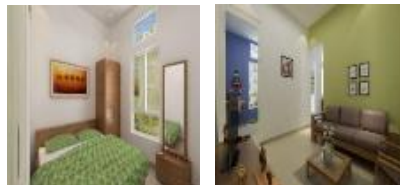
Residential

Mahindra Lifespaces®



Premium Residential

Mahindra® Happinest



Value Housing

Integrated Cities & Industrial Clusters

Mahindra WORLD CITY



Integrated Cities

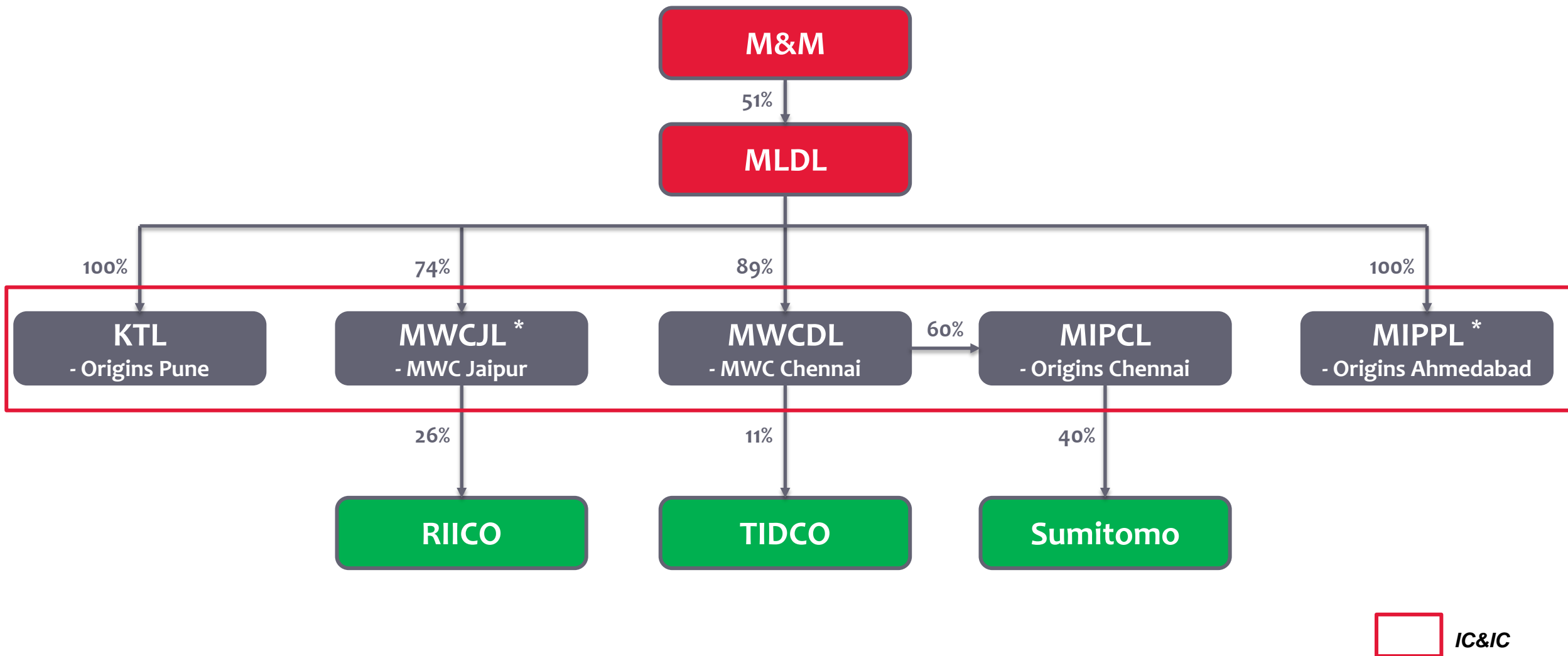
Origins by Mahindra



Industrial Clusters

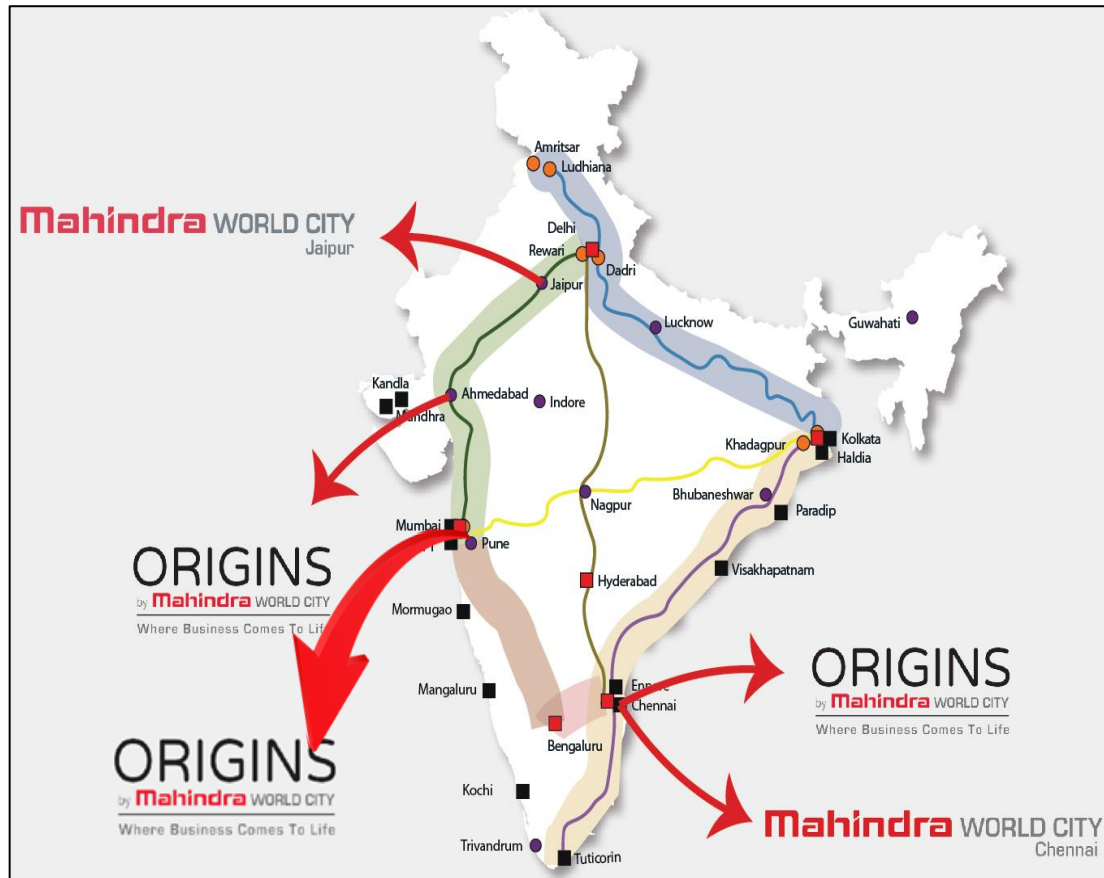
28.2 million sq. ft. of completed, ongoing and forthcoming residential commercial real estate development

Over 5,500 acres of ongoing and forthcoming projects under at its integrated developments / industrial clusters



IC&IC

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

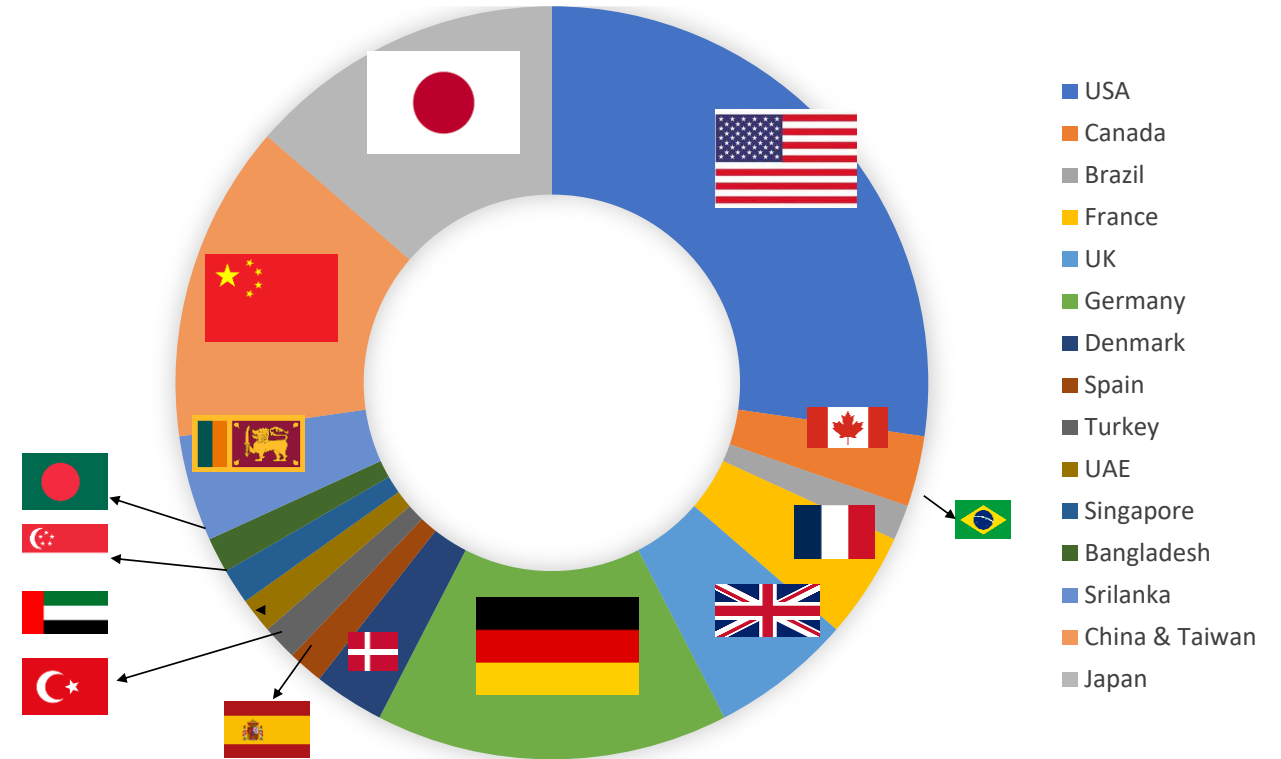
Origins Pune (Forthcoming)

- Gross Planned Area: 500 acres
- Land acquisition stage

5 DESTINATIONS, 1 OBJECTIVE : MAKE IN INDIA

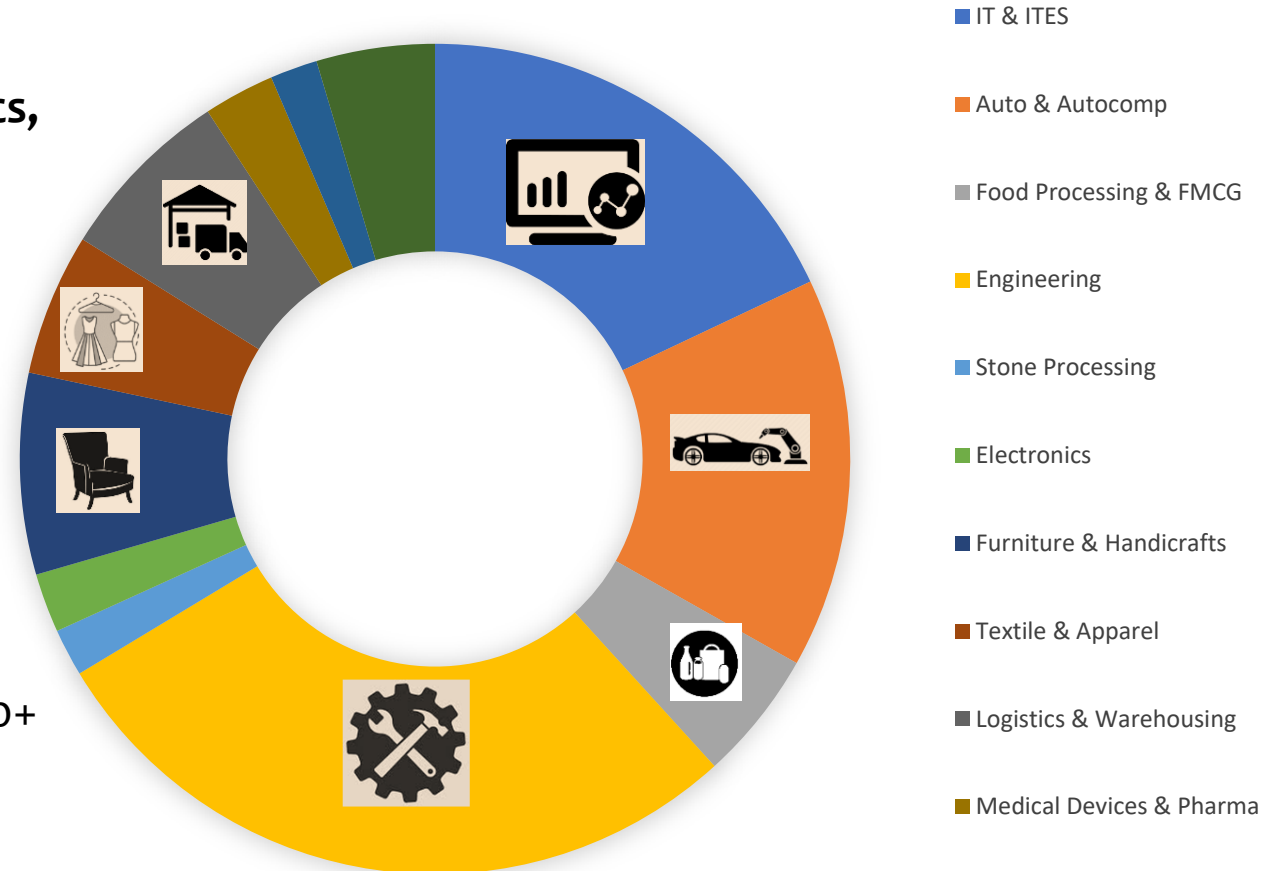
Global Companies One Destination

- **Companies from 20+ countries** represent Mahindra World City & Origins
- Clients appreciate the Integrated Ecosystem of Livelihood, Living, Life at MWC
- **Origins Chennai** is a designated **Japanese Investment Township (JIT)**
- Large presence of **European & American companies** in **MWC Chennai & Jaipur**



Home to 180+ Manufacturing, from 20+ sectors

- Multiple interest from growth sectors, specially under PLI - like **Auto, electronics, solar, electronics, medical devices & pharma**
- Some the key company sign-up in last 2 years include **Renew Power, Pegatron, Amazon, Hormann, Normet** to name a few
- **BMW** ~ produced **100,000 cars** in 13 different models
- **JCB** ~ operates **Asia's largest** ~ with exports to 80+ countries
- **Infosys** employing close to 15,000 people between MWC Chennai & Jaipur

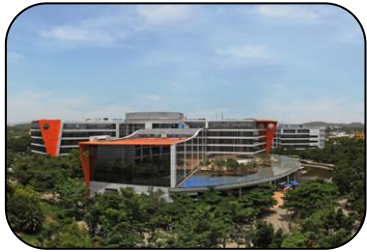


MWC Chennai

83 customers (68 operational)



Infosys Campus



BMW



Central Avenue



MWC Jaipur

110 customers (68 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



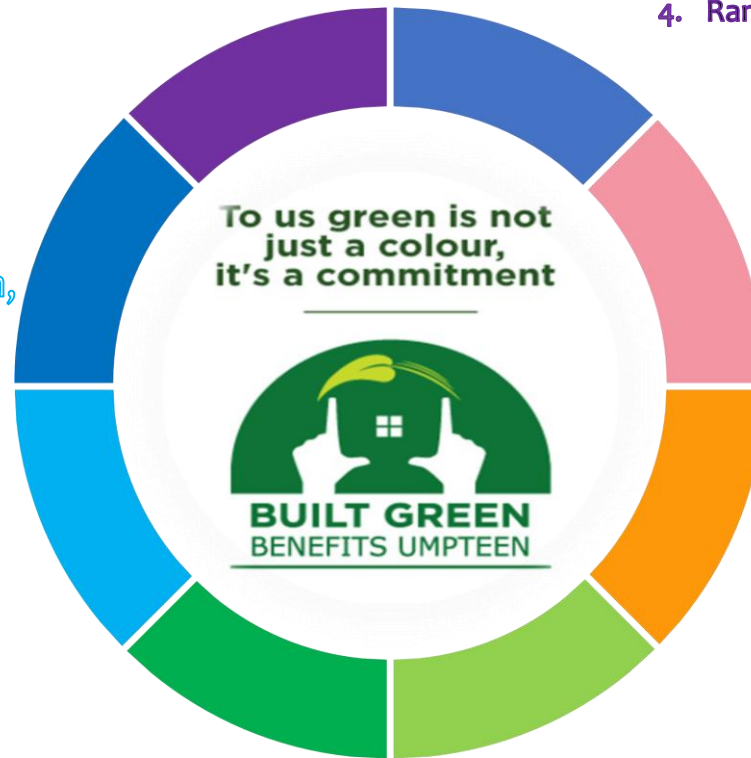
22+ mn sft of certified developments

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 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 2nd in Asia in GRESB Real Estate Assessment
4. Ranked 1st in Asia in GRESB Public Disclosure

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 & 1st Gold Certified Green Township



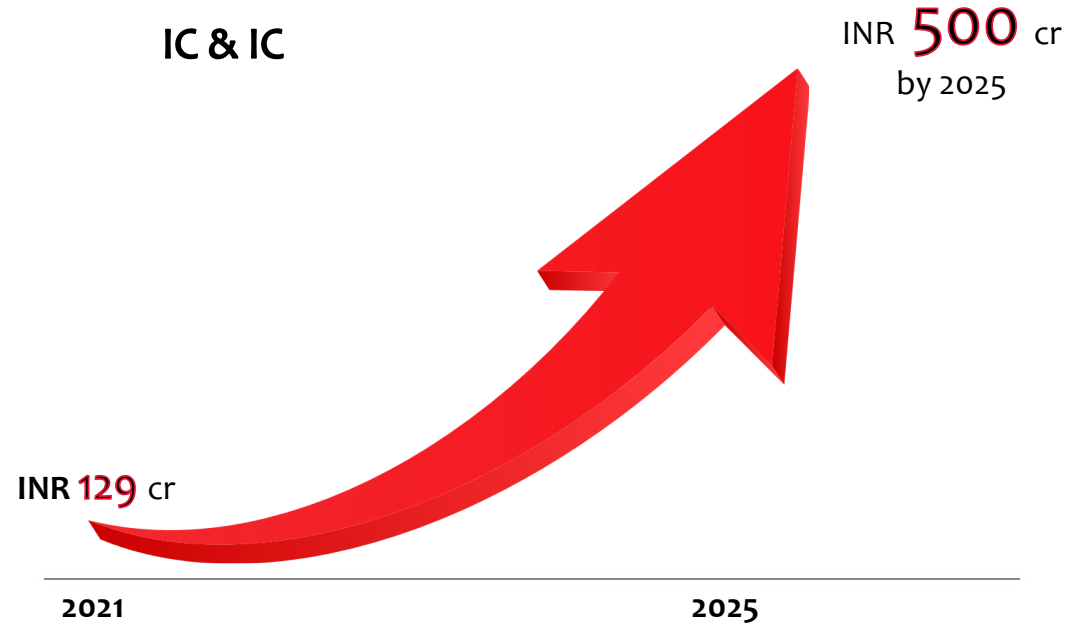
Zero waste-water discharge at all facilities



MWC Jaipur 1st & World's largest C40 Stage 2 Project

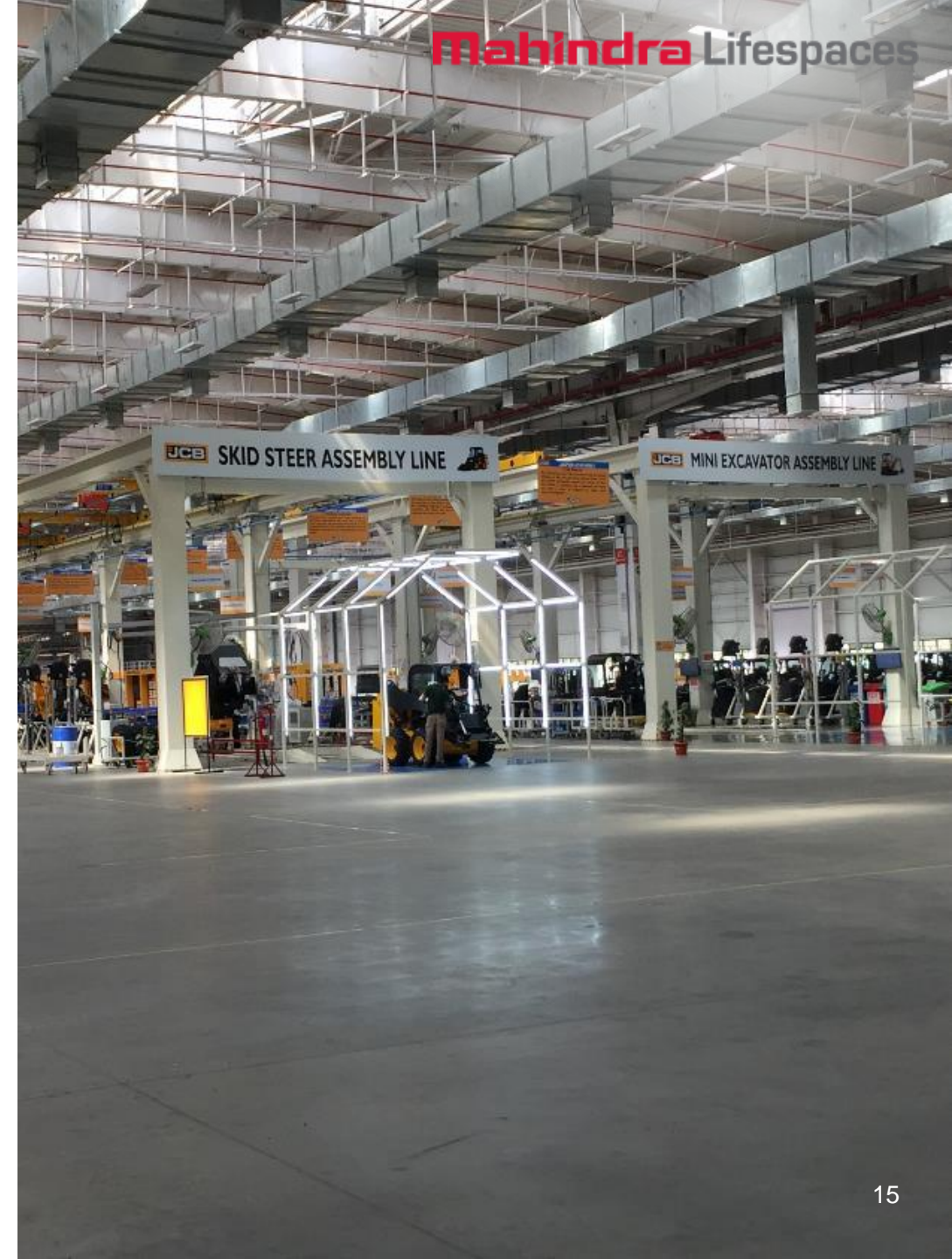


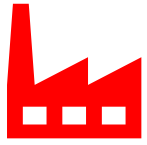
2nd position in Corporate Social Responsibility



- 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
- Build to Suit lease premises
- New Sectors being targeted viz. Renewable Energy, EV ecosystem, Green Building Technologies
- International Outreach Closely working with consulates and international industrial agencies
- Tapping into Downstream ecosystem of existing units along with key vendors
- Exploring Opportunities with companies under **PLI** and other policy beneficiaries

Summary





Govt's push on manufacturing & infrastructure

- **Make in India, PLI, FAME**
- **Gati Shakti** ~ push to improve infra and drive costs down



Policy level reforms

- **15% tax rate** for new manufacturing companies
- **Remodeling of SEZ policy in FY23** ~ shall bring new lease of life to SEZ's



Emergence of **new sectors** :

- Renewable sector push to local manuf.
- Electric Vehicles & allied sectors
- Semiconductors & defense manufacturing

Plus One Strategy

- Companies looking to setup alternate manufacturing bases outside of China
- Pegatron, Samsung, Foxconn, Hasbro, Zoom (Data Centre), Hyundai (enhanced production), OnePlus few names adopting +1 strategy



- ❖ Outlay of **USD 30 - 40 Bn** for PLI
- ❖ Approx. **400 approved** companies
- ❖ Make in India has attracted more than **USD 357 bn FDI** since 2014
- ❖ **Pegatron** (Apple contract manufacturer) has setup a unit MWC Chennai
- ❖ Solar, battery manufacturing, green building technologies ~ **Renew Power** (22 acres) has setup unit in MWC Jaipur
- ❖ Companies looking at new locations ~ **India has improved to 63 on EODB**

ORIGINS
by **Mahindra** WORLD CITY
Where Business Comes To Life

Mahindra WORLD CITY
Chennai

Mahindra WORLD CITY
Jaipur

**THANK
YOU**