

April 27, 2022

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

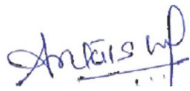
Sub: Intimation under Regulation 30(2) of the Securities & Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“SEBI LODR”).

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 4<sup>th</sup> quarter and financial year ended on March 31, 2022.

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  
Q4 FY2022

Mahindra Eden  
at Bangalore  
Artist's impression

# DISCLAIMER

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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).**

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2 MLDL Residential

3 MLDL IC & IC

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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



# 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



- 100<sup>th</sup> 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 onwards

- Achieved milestone of 100<sup>th</sup> client at MWC Jaipur

# 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 5<sup>th</sup> 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 **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 AT GLANCE - SUSTAINABILITY

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

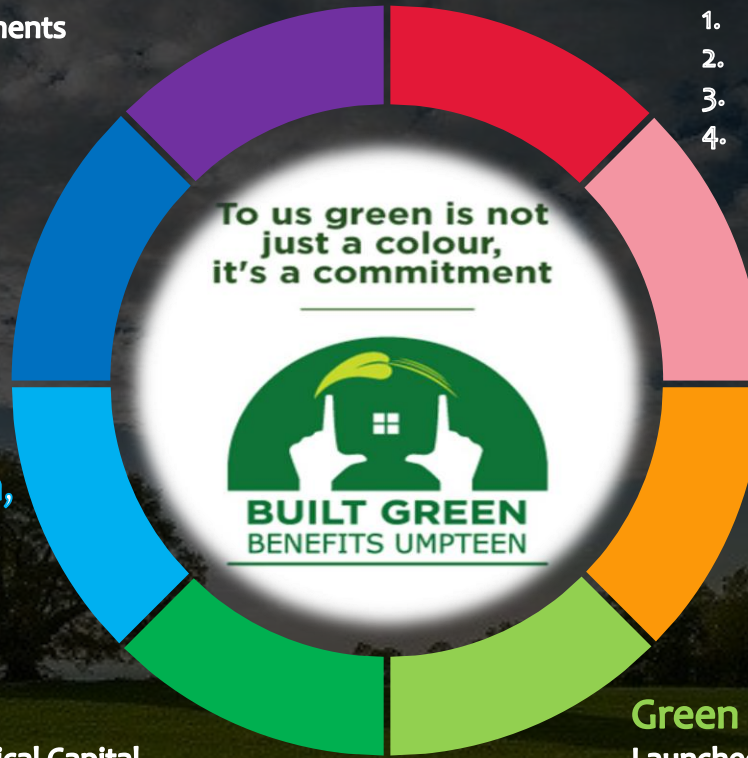
28+ msft certified developments

43+ certified residential and IC&IC projects

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 2<sup>nd</sup> in Asia in GRESB Real Estate Assessment
4. Ranked 1<sup>st</sup> 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 Decarbonizing 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



Zero waste-water discharge at all facilities



MWC Jaipur received C40 Stage 2 Certification



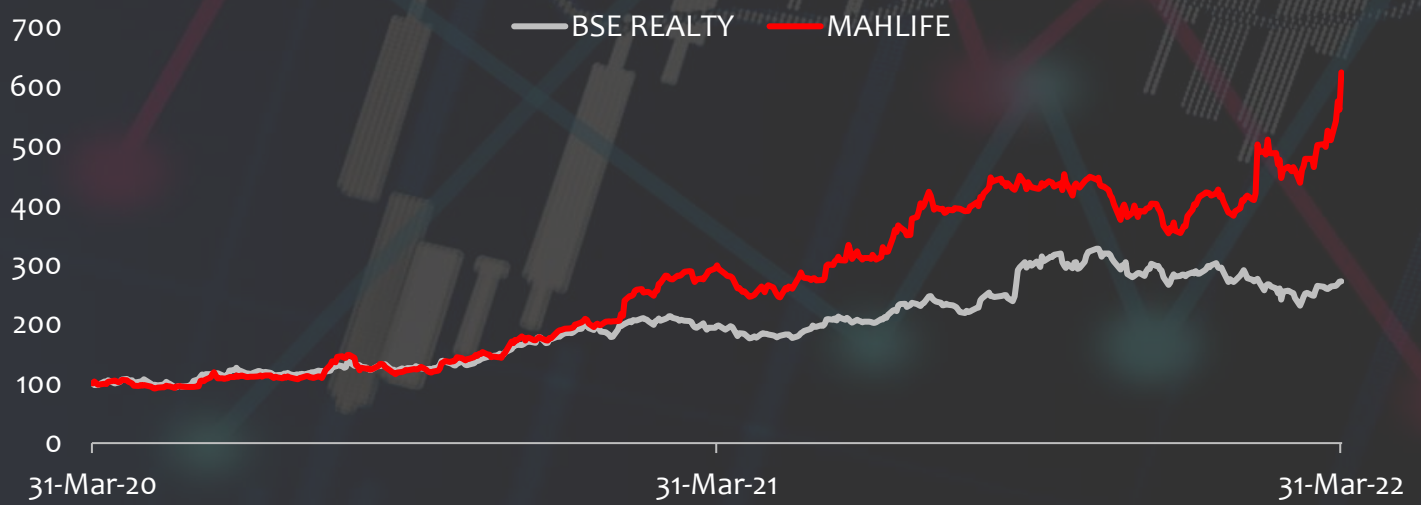
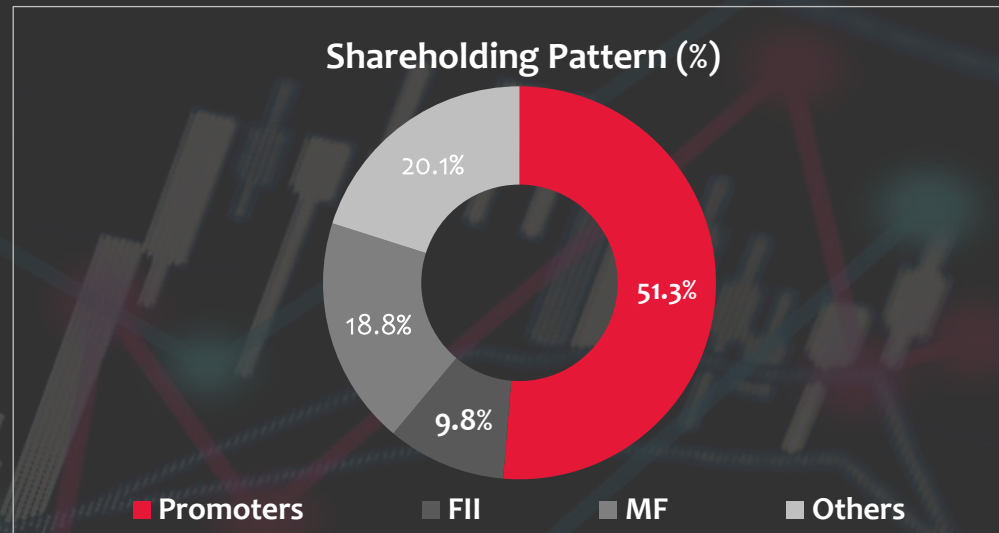
'Plaque Award' for Special Recognition in Category II - Climate Change  
ICAI International Sustainability Reporting Awards



# MLDL STOCK INFORMATION

As on 31<sup>st</sup> March 2022

 Market Capitalization	INR 6,125 cr
 Shares Outstanding	15.45 cr
 Free Float	2,978 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
Kuwait Investment Authority

# MLDL STRENGTHS

Organised players likely to benefit disproportionately

## Stakeholders Preferences

- Buyers' inclination towards renowned developers & ready or near-ready inventory
- Landowners choose to deal with organised developers with strong balance sheet
- Lenders prefer funding reputed & well governed developers

## Enhanced Affordability

- Multi-decadal 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

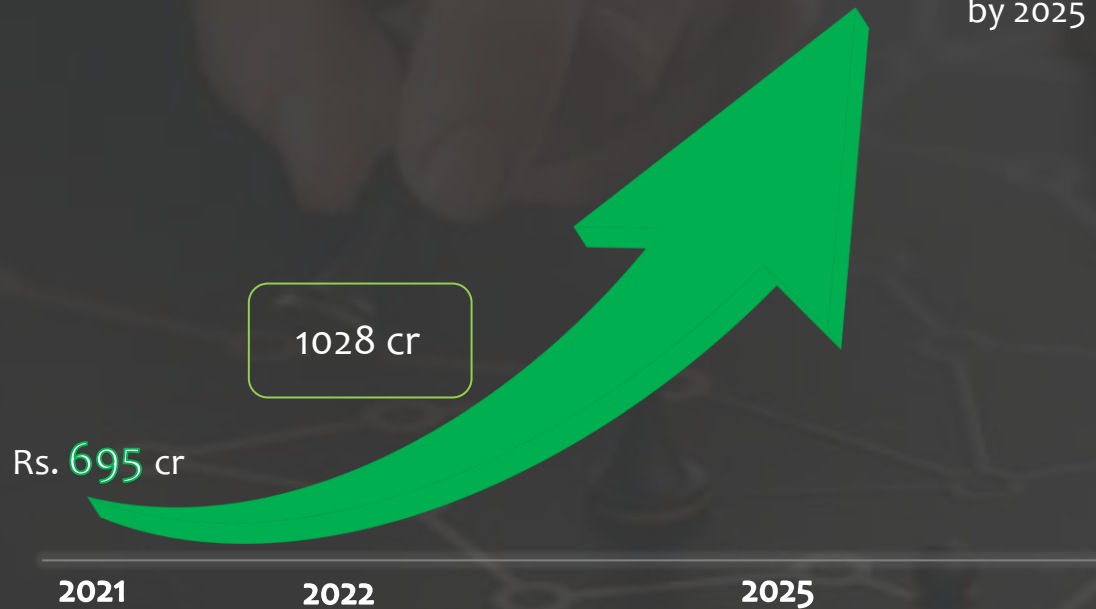
- Stamp duty cuts in select geographies
- Pradhan Mantri Awas Yojna Scheme
- Affordable Rental Housing Scheme
- Performance Linked Incentive Schemes

# MLDL STRATEGY

## RESIDENTIAL

### Annual Sales

Rs. **2500** cr  
by 2025



MMR & Pune  
Target Markets

0.5 to 1.5 msft  
Development  
potential per  
project

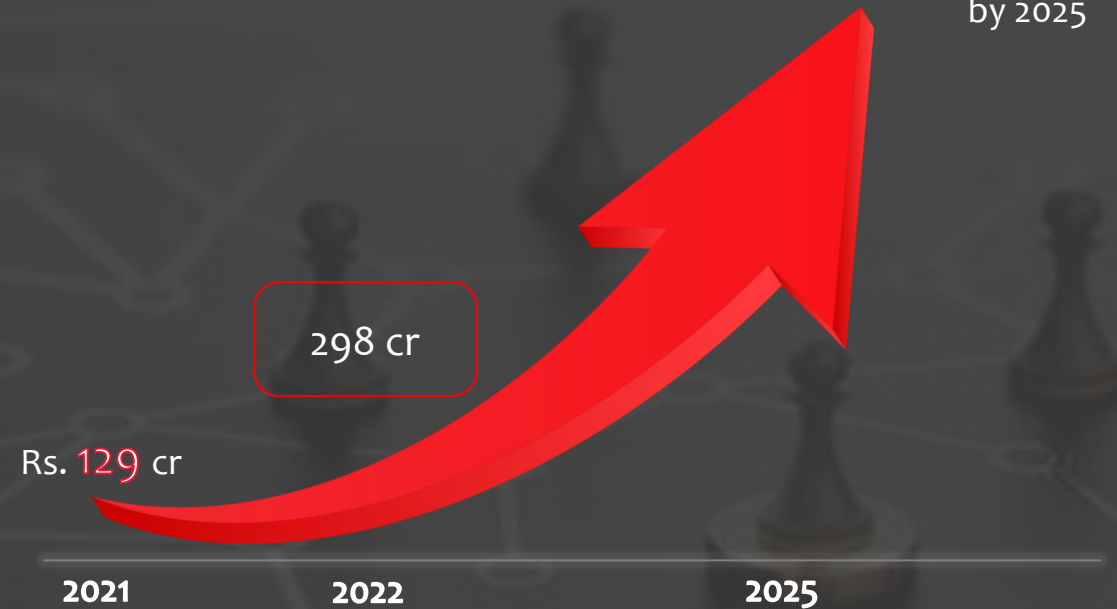
3-4  
Land acquisitions  
every year, worth  
sales potential of  
Rs. 2000 cr

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

Q4 FY 2022

FY 2022

## RESIDENTIAL \*

During Q4FY22, signed an agreement to acquire a land parcel in Kandivali having development potential of ~1.7 msft.



0.40 msft

Sales Volume

(RERA Carpet Area: 0.25 msft)



0.96 msft

Launches



1.28 msft

Sales Volume

(RERA Carpet Area: 0.80 msft)



1.27 msft

Launches



Rs. 328 cr

Sales Value



0.56 msft

Completions



Rs. 1028 cr

Sales Value



1.30 msft

Completions



Rs. 308 cr

Collections



229 units

Handovers



Rs. 1153 cr

Collections



925 units

Handovers

## INTEGRATED CITIES & INDUSTRIAL CLUSTERS

24.9 acres leased to 5 customers for Rs. 70 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

(Rs. cr, unless specified)

CONSOLIDATED RESULTS	Q4 FY22	Q3 FY22	Q4 FY21
Income from Operations	161.8	24.3	56.0
Other Income	(6.7)	9.0	2.1
<b>Total Income</b>	<b>155.0</b>	<b>33.3</b>	<b>58.1</b>
Profit/ (Loss) Before Tax & Share in Net Profit / (Loss) of Associates	50.6	(32.9)	(38.5)
Share in Net Profit / (Loss) of Associates	27.3	49.8	4.9
<b>Profit Before Tax</b>	<b>78.0</b>	<b>16.9</b>	<b>(33.6)</b>
Net Profit / (Loss) for the period	137.7	24.9	(27.8)
<b>Net Profit / (Loss) after Non-Controlling Interest</b>	<b>136.8</b>	<b>25.0</b>	<b>(27.2)</b>

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)	1,788.5	1,631.1	1,701.3
<b>Net Debt to Equity Ratio</b>	<b>0.03</b>	<b>0.07</b>	<b>0.06</b>
<b>Cost of Debt</b>	<b>6.5%</b>	<b>7.1%</b>	<b>8.7%</b>

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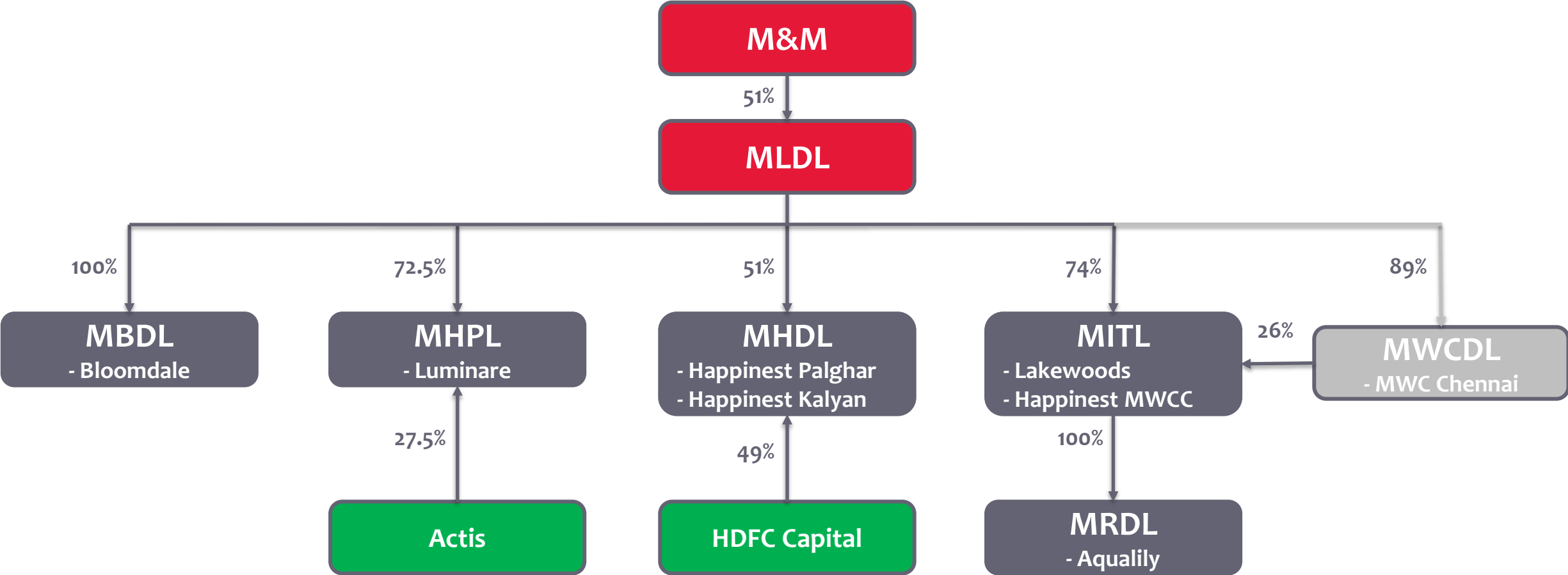
Historical Trend

Project Portfolio

Sustainable Future Cash Flows

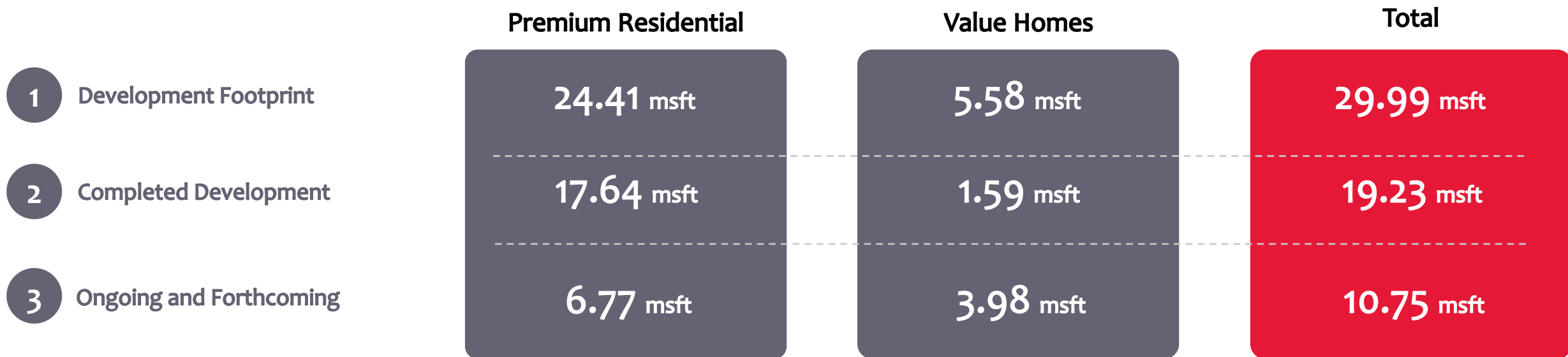
Robust Technology

# 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)



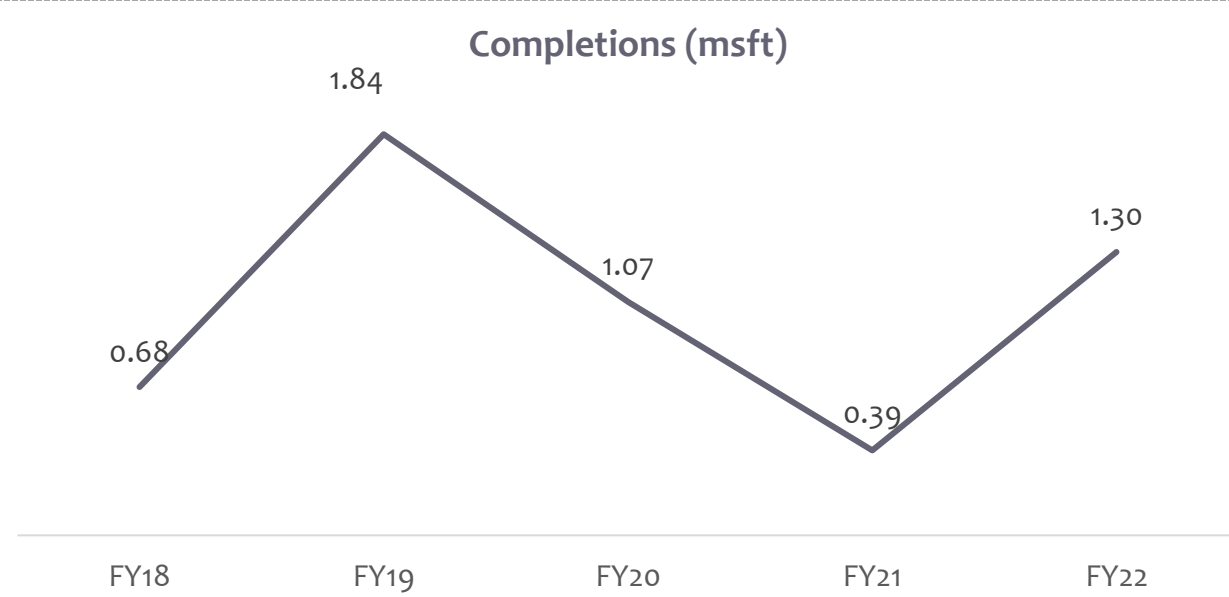
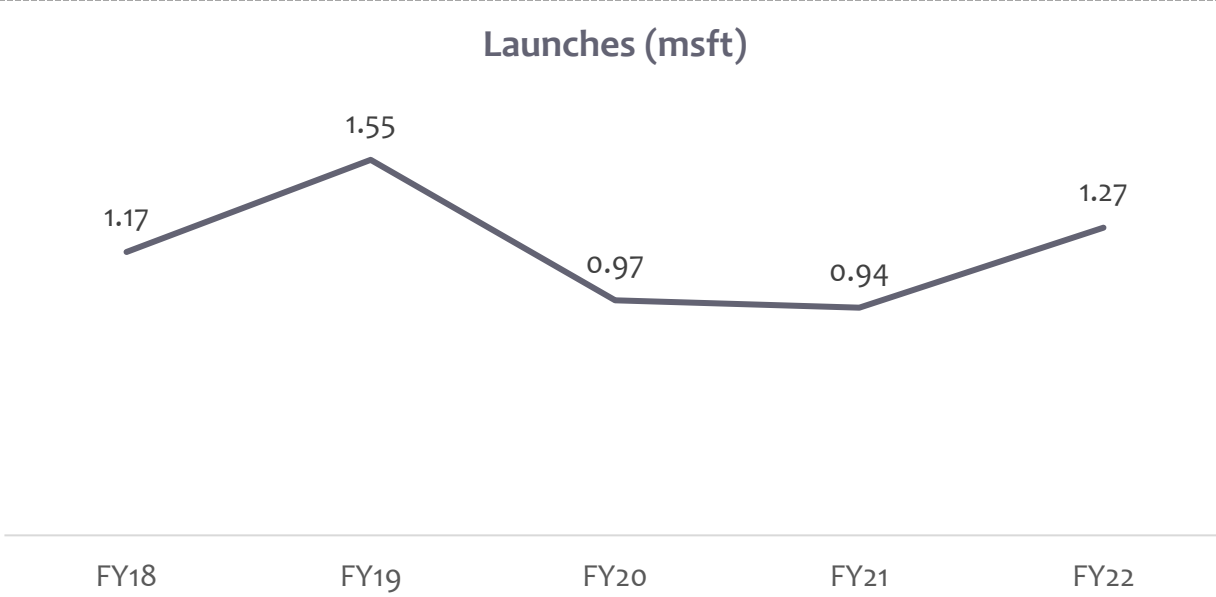
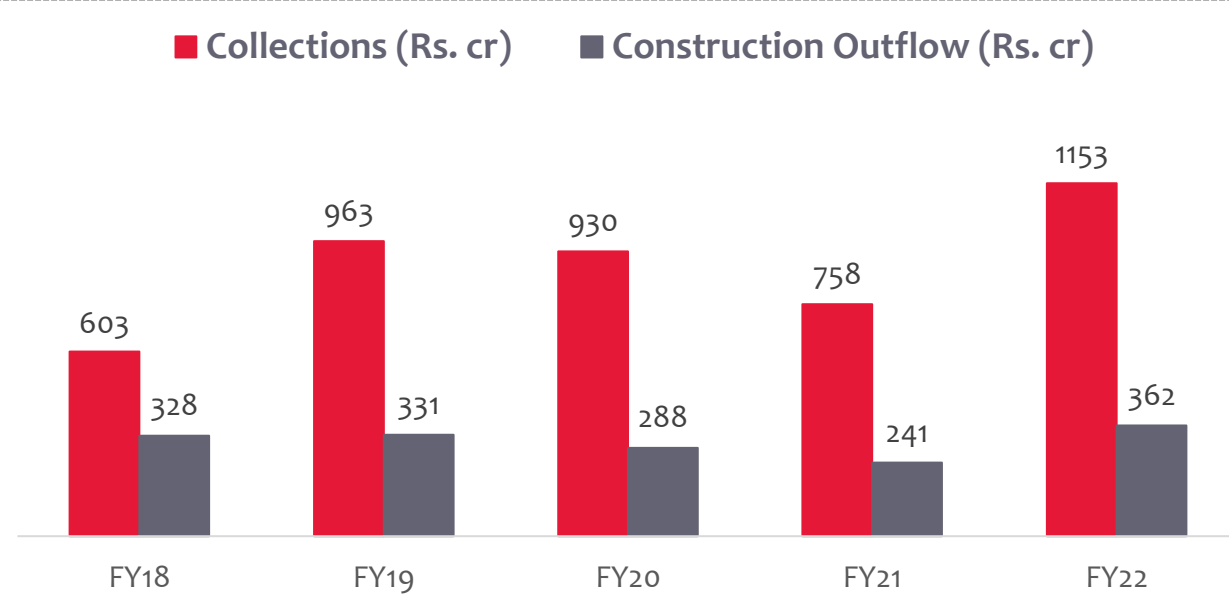
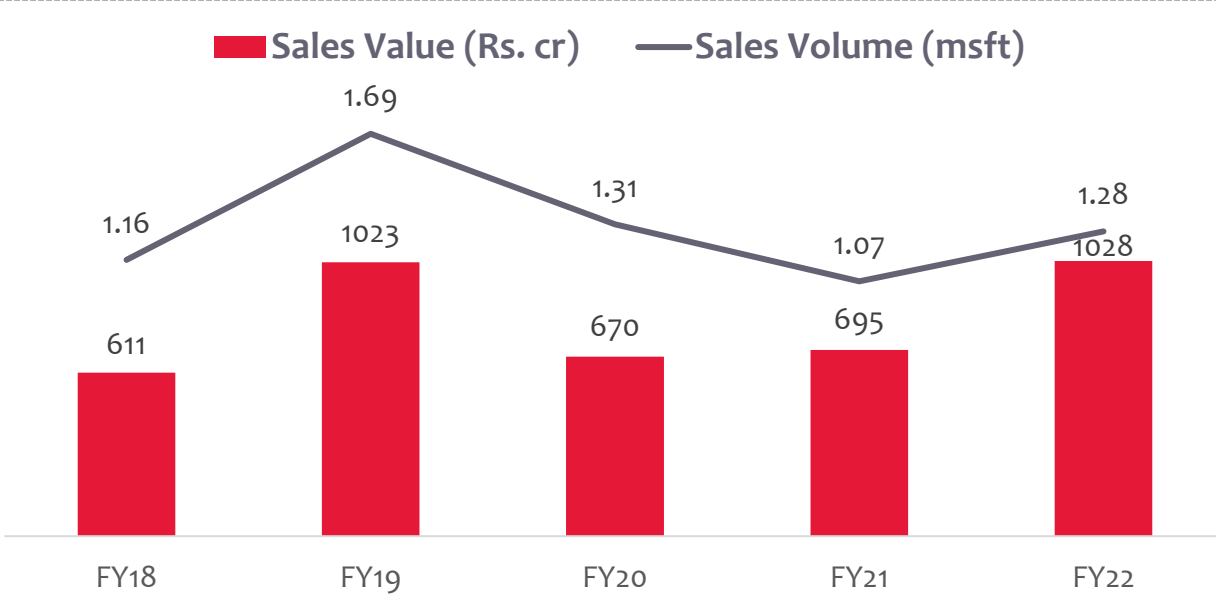
Happinest Palghar Ph 1 (Actual Image)



Luminare, NCR (Actual Image)

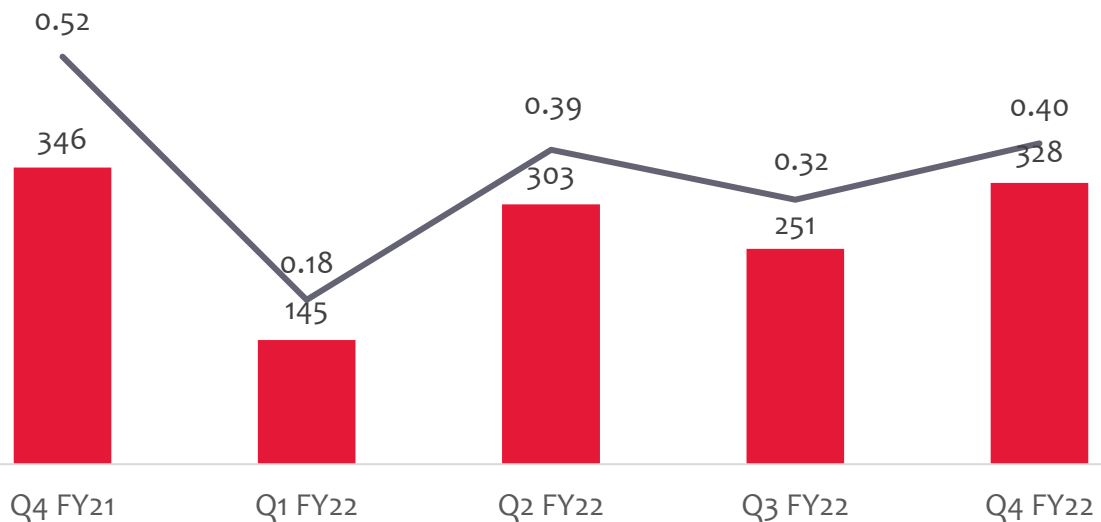


# MLDL RESIDENTIAL | HISTORICAL TREND - ANNUAL

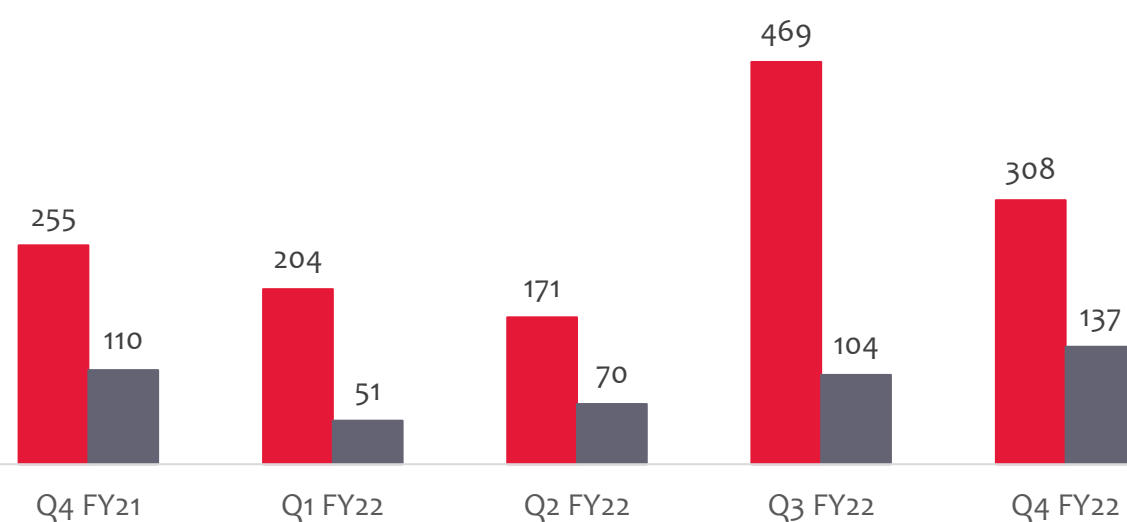


# MLDL RESIDENTIAL | HISTORICAL TREND - QUARTERLY

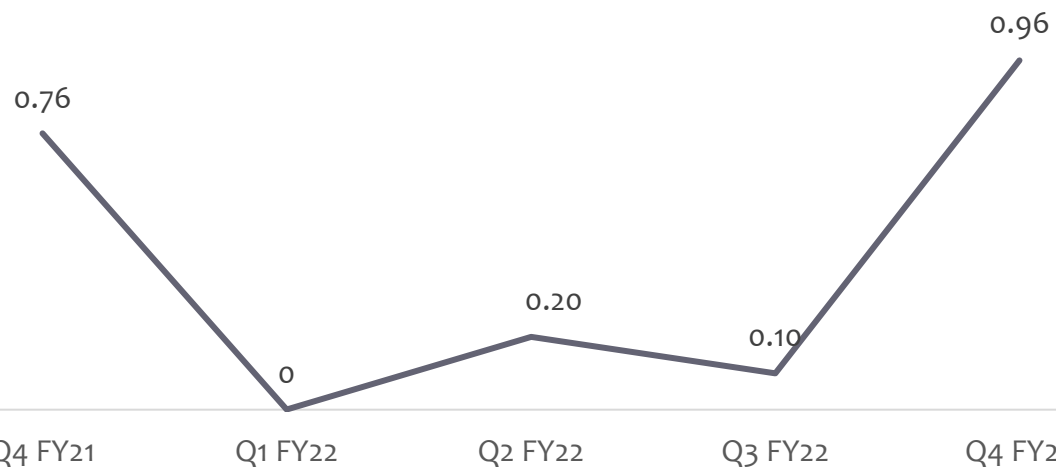
■ Sales Value (Rs. cr) — Sales Volume (msft)



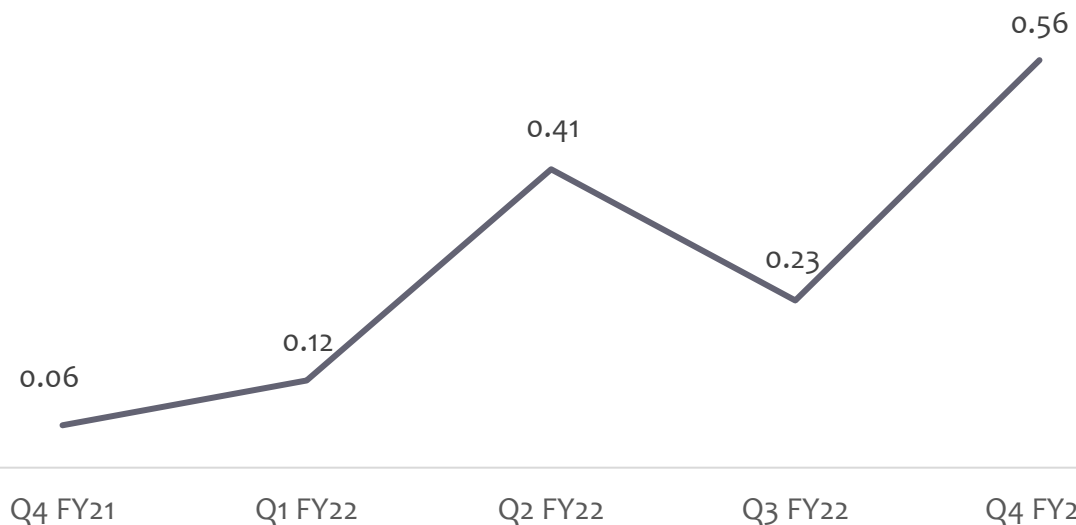
■ Collections (Rs. cr) ■ Construction Outflow (Rs. cr)



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	82%
	Vicino	0.26	0.26	0.00	NA	0.26	0.19	334	76%
	Alcove #	0.39	0.39	0.00	NA	0.39	0.11	149	39%
Pune	Centralis	0.34	0.34	0.16	0.16	0.18	0.18	113	53%
NCR	Luminare #	1.20	0.77	0.77	0.77	-	-	-	-
Nagpur	Bloomdale	1.55	1.55	1.04	1.04	0.52	0.47	232	60%
Chennai	Lakewoods	0.90	0.28	0.28	0.28	-	-	-	-
<b>TOTAL</b>		<b>4.78</b>	<b>3.73</b>	<b>2.25</b>	<b>2.25</b>	<b>1.49</b>	<b>1.09</b>	<b>1003</b>	<b>62%</b>

## 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	0.11	41	78%
	Happinest Kalyan 1	0.84	0.84	0.00	NA	0.84	0.73	399	66%
	Happinest Kalyan 2	1.09	0.71	0.00	NA	0.71	0.11	56	3%
Pune	Happinest Tathawade	1.19	0.51	0.00	NA	0.51	0.41	237	24%
Chennai	Happinest Avadi	0.74	0.74	0.64	0.64	0.10	0.10	34	85%
	Happinest MWCC	0.41	0.21	0.00	NA	0.21	0.21	78	15%
<b>TOTAL</b>		<b>4.63</b>	<b>3.19</b>	<b>0.64</b>	<b>0.64</b>	<b>2.55</b>	<b>1.67</b>	<b>844</b>	<b>39%</b>

# 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	0.68
NCR	Luminare #	0.43
Chennai	Aqualily	0.23
	Lakewoods	0.62
	Happinest MWCC	0.20
<b>TOTAL</b>		<b>2.85</b>

## New Projects

Location	Project Name	Estimated Saleable Area (msft)
MMR	New Project (Dahisar) #	0.86
	New Project (Kandivali)	1.70
Pune	New Project (Pune)	0.52
Bengaluru	New Project (Kanakpura)	0.79
<b>TOTAL</b>		<b>3.87</b>

**6.72 msft**

Total Forthcoming Projects Area

**5.28 msft**

Forthcoming in Premium Residential

**1.44 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
Chennai	Aqualily	MRDL	2
MMR	Happinest Boisar	MLDL	70
	Meridian (Alibaug)	MLDL	9
	Lakewoods	MITL	8
	Happinest Palghar 1	MHDL	98
<b>TOTAL</b>			<b>188</b>

Happinest Boisar



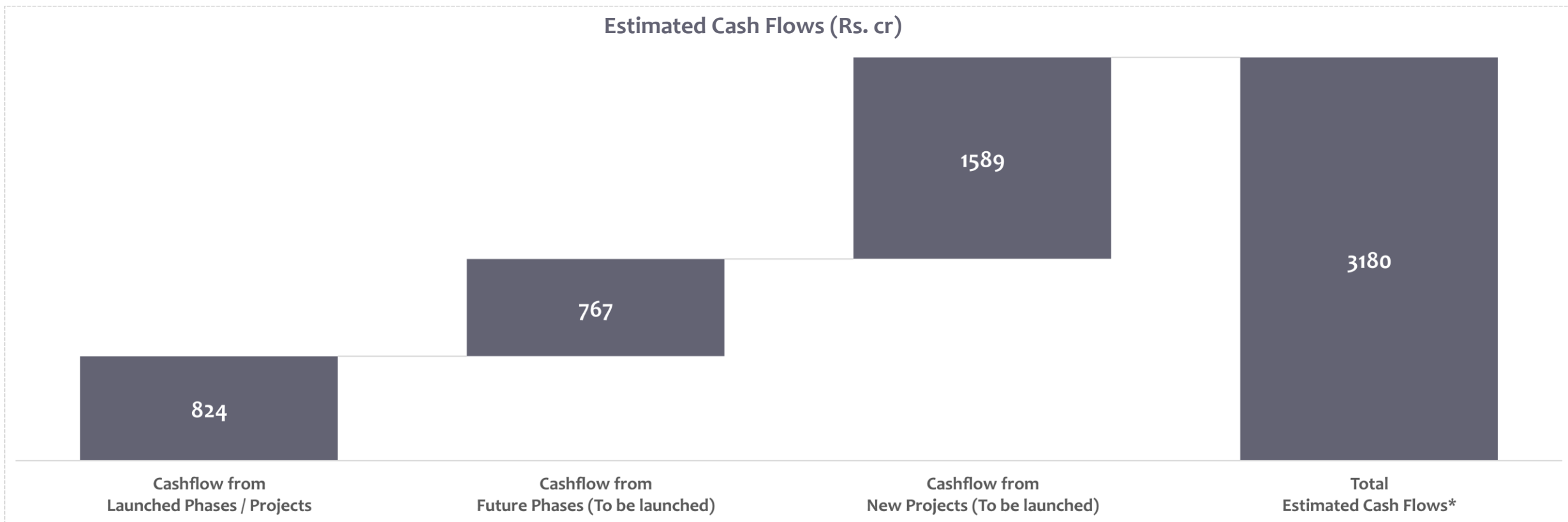
Meridian (Alibaug)



Luminare



# MLDL RESIDENTIAL | SUSTAINABLE FUTURE CASH FLOWS



Launched Phases / Projects	Value (Rs. cr)
Sold Units & Estimated Sales ^	2773
Less: Amount Collected of Sold Units	905
Less: Estimated Construction Cost #	1044
<b>Net amount to be collected</b>	<b>824</b>

Future Phases (To be launched)	Value (Rs. cr)
Estimated Sales ^	1793
Less: Estimated Construction Cost #	1026
<b>Net amount to be collected</b>	<b>767</b>

New Projects (To be launched)	Value (Rs. cr)
Estimated Sales ^	4087
Less: Estimated Construction Cost #	2498
<b>Net amount to be collected</b>	<b>1589</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

## SAP HANA

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



## SELL.DO & IRIS

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

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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

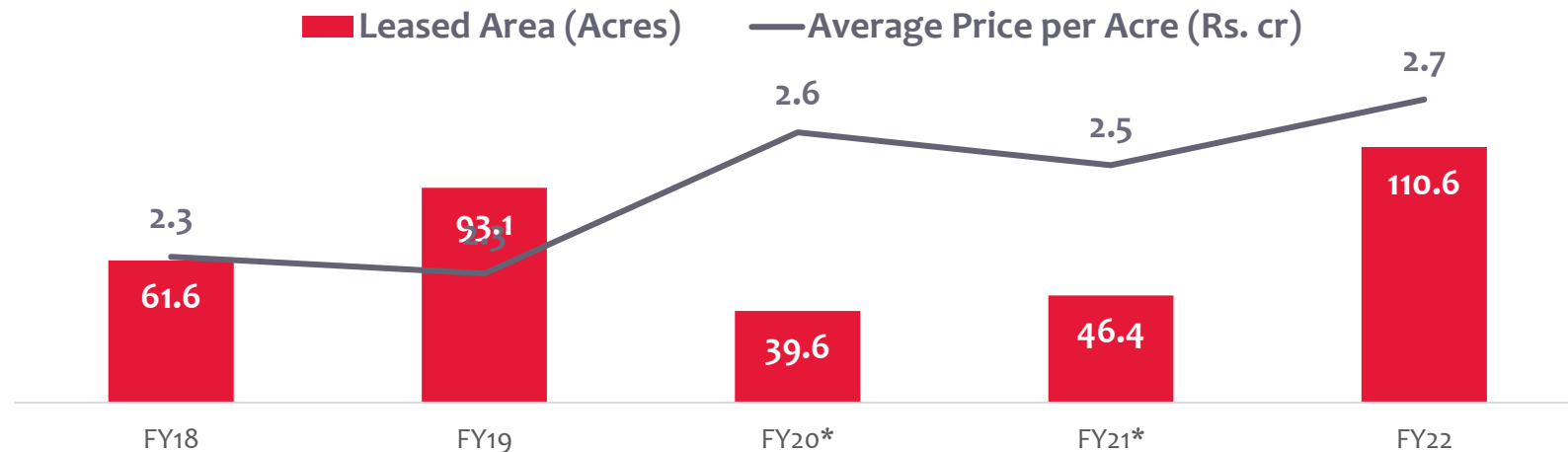
- 35 kms from city, Partnership with Sumitomo
- Gross Area: 289 acres

### Origins Ahmedabad

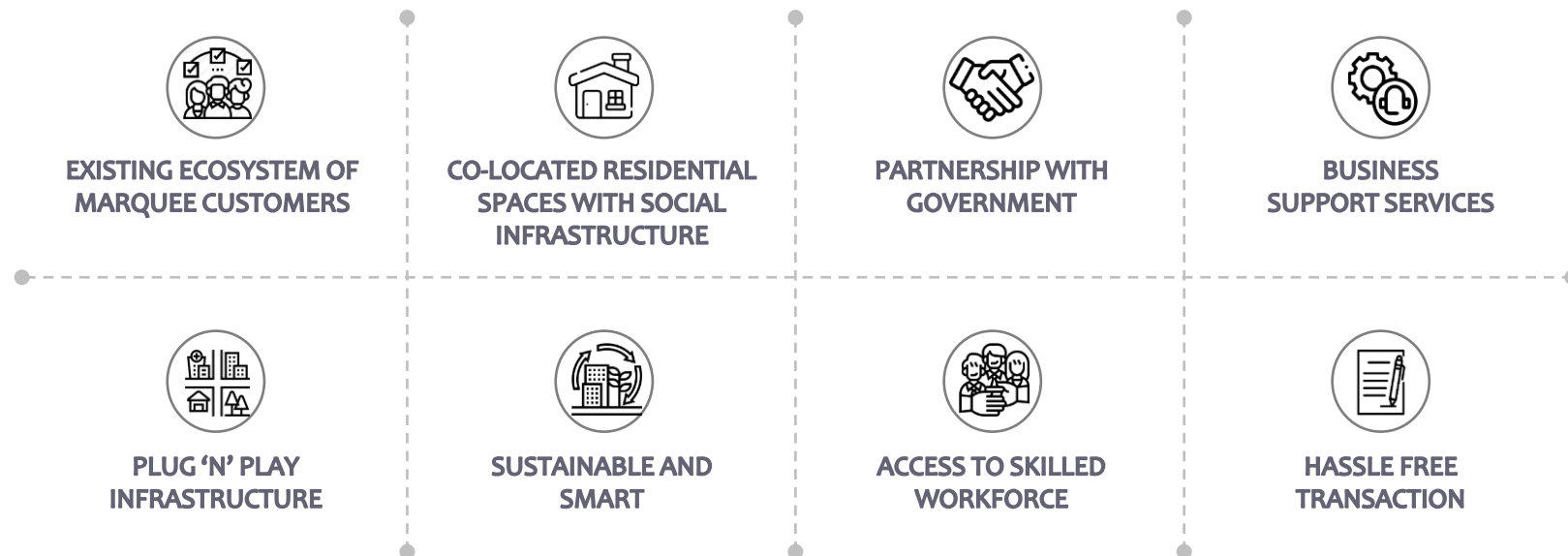
- 75 kms from city, Partnership with IFC
- Gross Area: 340 acres

### Origins Pune (Forthcoming)

- Gross Planned Area: 500 acres
- Land acquisition stage



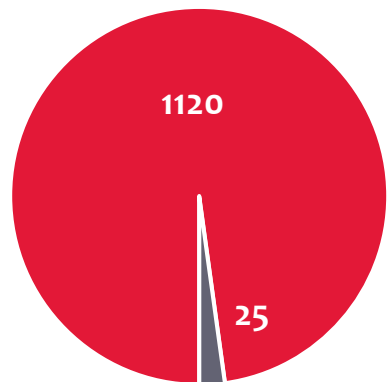
## Features





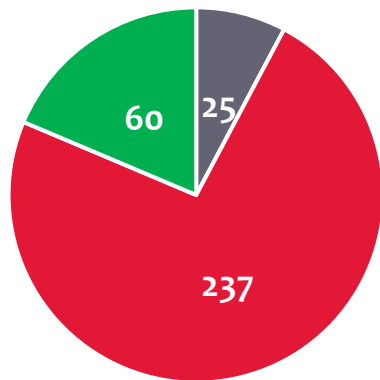
## MWC, Chennai

Leasable Area: 1145 acres



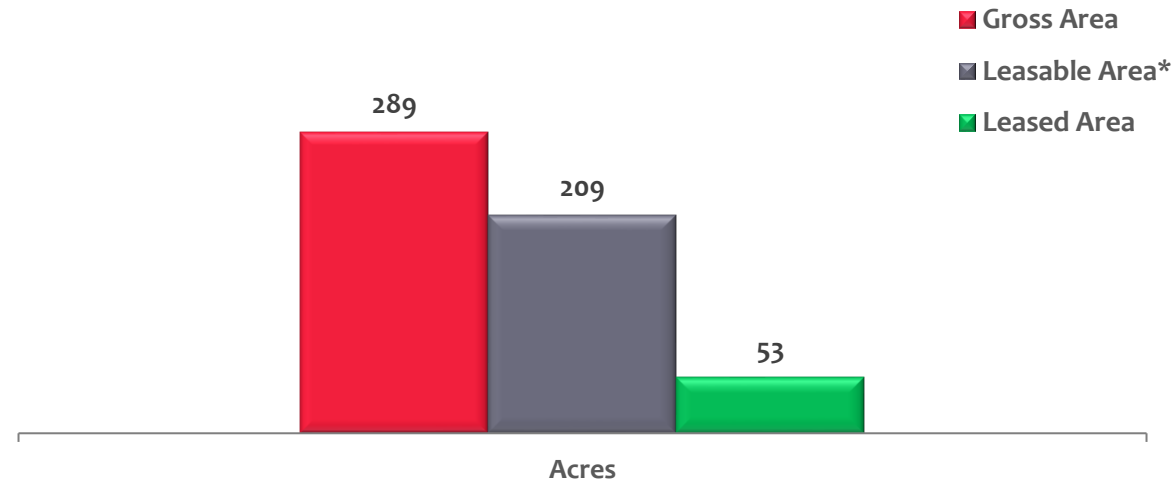
■ Leased ■ Unleased

Balance Inventory in MWCDL



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

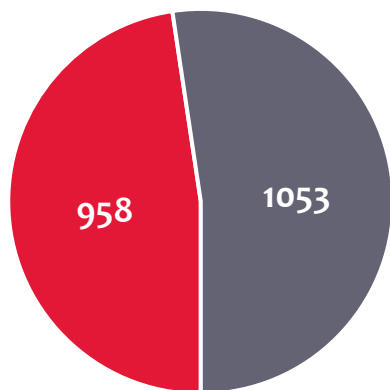
## Origins, Chennai



Acres

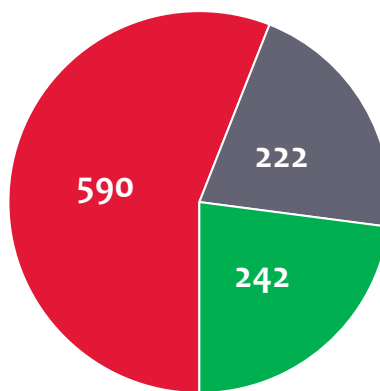
## MWC, Jaipur

Leasable Area: 2011 acres



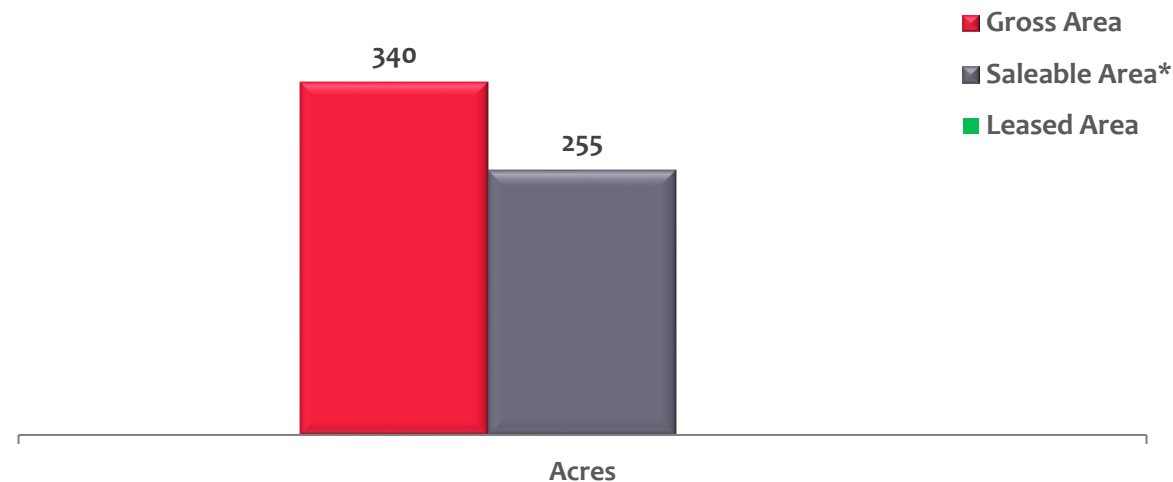
■ Leased ■ Unleased

Balance Inventory



■ SEZ ■ DTA ■ Resi & Social

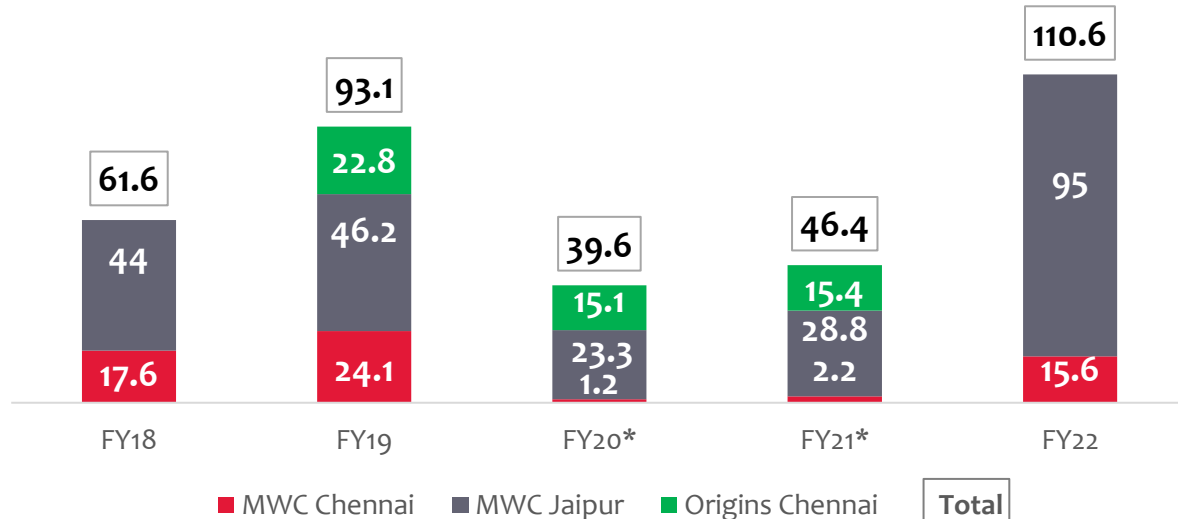
## Origins, Ahmedabad



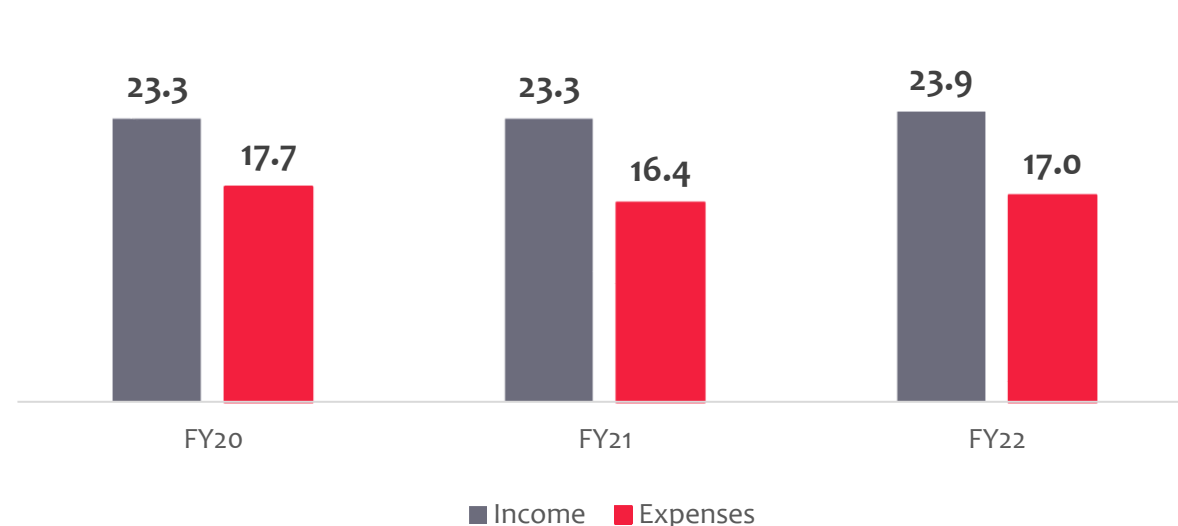
Acres

# MLDL IC & IC | DETAILS

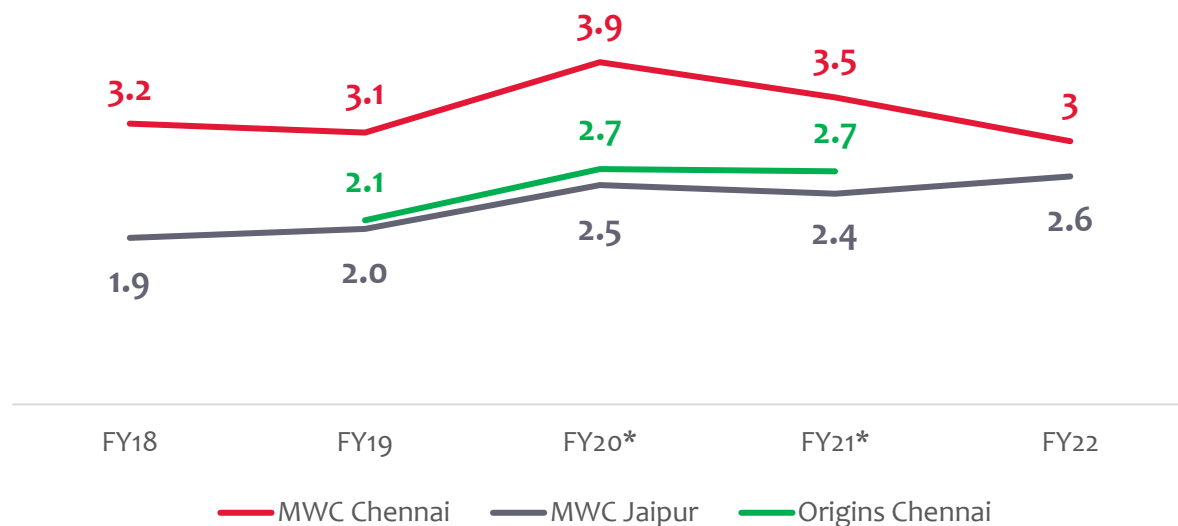
### Leased Area (Acres)



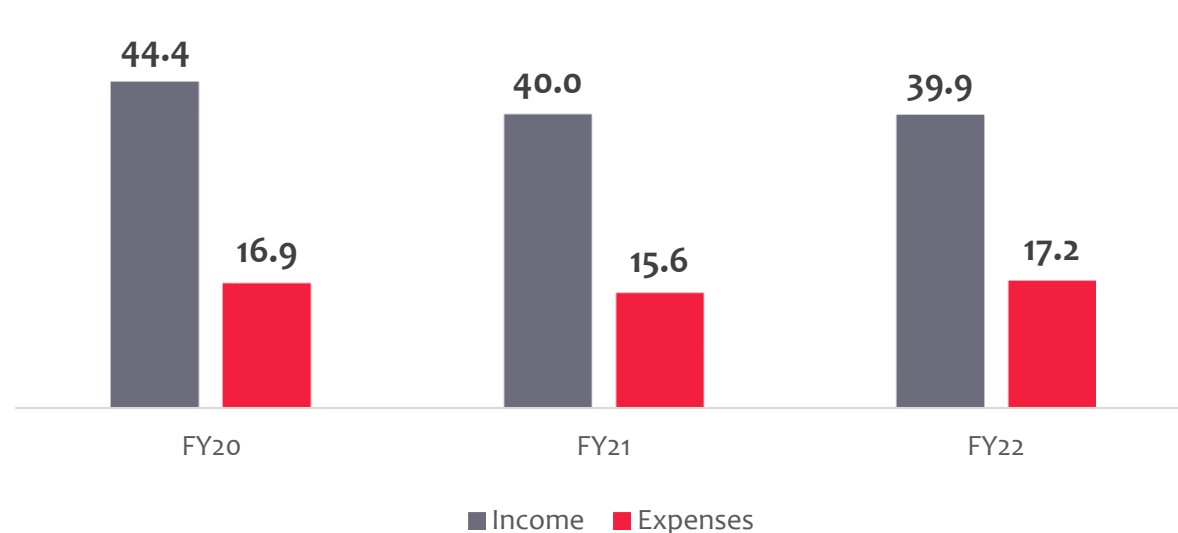
### Park O&M, Chennai (Rs. cr)



### Average Price Per Acre (Rs. cr)



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

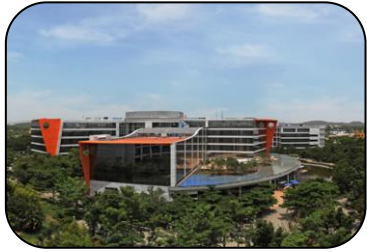


## MWC Chennai

83 customers (68 operational)



Infosys Campus



BMW



Central Avenue



## MWC Jaipur

114 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



# 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.
<b>TOTAL</b>		<b>2244</b>	

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Consolidated Results

Segment Performance

# MLDL FINANCIALS | CONSOLIDATED RESULTS - PROFIT & LOSS

PROFIT & LOSS STATEMENT	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
Income from Operations	161.8	24.3	56.0	393.6	166.3
Other Income	(6.7)	9.0	2.1	14.7	21.6
<b>Total Revenues</b>	<b>155.0</b>	<b>33.3</b>	<b>58.1</b>	<b>408.2</b>	<b>187.8</b>
Operating Expenses	139.4	17.4	44.4	303.1	117.3
Employee Remuneration & Benefits	17.6	20.0	20.1	83.6	75.7
Finance Costs	1.5	1.7	1.9	6.5	11.0
Depreciation & Amortisation	2.3	1.4	1.7	6.5	7.0
Administration & Other Expenses	40.5	25.8	28.6	96.3	66.8
<b>Total Expenditure</b>	<b>201.2</b>	<b>66.2</b>	<b>96.6</b>	<b>496.1</b>	<b>277.7</b>
<b>Exceptional Items</b>	<b>96.8</b>	<b>-</b>	<b>-</b>	<b>96.8</b>	<b>-</b>
<b>Profit from Ordinary Activities before Tax &amp; Share in Net Profit / Loss of Associates</b>	<b>50.6</b>	<b>(32.9)</b>	<b>(38.5)</b>	<b>9.0</b>	<b>(89.9)</b>
Share in Net Profit / (Loss) of Associates	27.3	49.8	4.9	90.3	12.1
<b>Profit from Ordinary Activities before Tax</b>	<b>78.0</b>	<b>16.9</b>	<b>(33.6)</b>	<b>99.3</b>	<b>(77.8)</b>
Less : Provision for Current Taxation	5.5	0.6	1.0	9.3	4.4
Less : Provision for Deferred Taxation	(65.2)	(8.6)	(6.8)	(71.8)	(10.8)
<b>Net Profit for the period</b>	<b>137.7</b>	<b>24.9</b>	<b>(27.8)</b>	<b>161.7</b>	<b>(71.5)</b>
Less: Minority Interest	0.8	(0.2)	(0.6)	7.2	0.3
<b>Net Profit / (Loss) after Taxes and Minority Interest</b>	<b>136.8</b>	<b>25.0</b>	<b>(27.2)</b>	<b>154.5</b>	<b>(71.7)</b>



# MLDL FINANCIALS | CONSOLIDATED RESULTS - BALANCE SHEET

EQUITY & LIABILITIES	FY22	FY21
Equity Share Capital	154.5	51.4
Other Equity	1,634.0	1,579.7
<b>Networth</b>	<b>1,788.5</b>	<b>1,631.1</b>
<b>Non-Controlling Interest</b>	<b>49.1</b>	<b>42.0</b>
Financial Liabilities		
(i) Borrowings	60.1	75.2
(ii) Lease Liabilities	3.0	-
(iii) Other Financial Liabilities	1.8	1.8
Provisions	4.3	5.2
Deferred Tax Liabilities (Net)	-	15.2
Other Non-Current Liabilities	-	-
<b>Non-Current Liabilities</b>	<b>69.2</b>	<b>97.5</b>
Financial Liabilities		
(i) Borrowings	220.4	169.1
(ii) Lease Liabilities	2.8	0.7
(iii) Trade Payables	173.3	134.9
(iv) Other Financial Liabilities	36.2	32.1
Other Current Liabilities	670.4	455.5
Provisions	12.3	10.3
Current Tax Liabilities (Net)	15.2	14.8
<b>Current Liabilities</b>	<b>1,130.6</b>	<b>817.4</b>
<b>Liabilities associated with Assets Held for Sale</b>	<b>-</b>	<b>-</b>
<b>TOTAL</b>	<b>3,037.4</b>	<b>2,587.9</b>

ASSETS	FY22	FY21
Property, Plant and Equipment	11.8	3.8
Right of Use Assets	5.6	0.6
Capital Work-In-Progress	3.4	14.6
Investment Property	20.0	20.5
Goodwill and Other Intangible Assets	66.1	66.1
Financial Assets		
(i) Investments	622.3	558.1
(ii) Trade Receivables	-	-
(iii) Loans	4.4	0.1
(iv) Other Financial Assets	15.4	17.2
Deferred Tax Assets (Net)	78.9	17.8
Other Non Current Tax Assets	73.0	65.2
<b>Non Current Assets</b>	<b>900.9</b>	<b>763.8</b>
Inventories	1,441.9	1,344.7
Financial Assets		
(i) Investments	0.0	0.0
(ii) Trade Receivables	91.9	56.4
(iii) Cash and Cash Equivalents	198.4	115.0
(iv) Bank Balances other than (iii) above	27.1	20.4
(v) Loans	77.0	71.3
(vi) Other Financial Assets	51.0	71.3
Current Tax Assets (Net)	-	-
Other Current Assets	249.3	144.9
<b>Current Assets</b>	<b>2,136.6</b>	<b>1,824.1</b>
<b>TOTAL</b>	<b>3,037.4</b>	<b>2,587.9</b>

# MLDL FINANCIALS | SEGMENT PERFORMANCE

SEGMENT RESULTS	Residential		IC & IC	
	Q4 FY22	FY22	Q4 FY22	FY22
Area Sold (msft) / Land Leased (acres)	0.4 msft	1.28 msft	25 acres	110.6 acres
Sales / Lease Income	328	1028	70	297
Income from Operation	205	657	88	367
Other Income	8	32	16	17
<b>Total Income</b>	<b>212</b>	<b>689</b>	<b>105</b>	<b>385</b>
Cost of Sales	182	603	33	112
Gross Margins (%)	11%	8%	62%	70%
Other Operating Expenses	53	174	12	29
<b>EBIDTA</b>	<b>-31</b>	<b>-120</b>	<b>44</b>	<b>226</b>
EBIDTA Margin (%)	-15%	-18%	49%	62%
Exception Item - Gain / (Loss)	97	97		
<b>PAT (after Non-Controlling Interest)</b>	<b>113</b>	<b>46</b>	<b>24</b>	<b>109</b>
PAT Margin (%)	53%	7%	23%	28%
Net worth <sup>§</sup>	1,443		891	
Net Debt <sup>#</sup>	-145		314	
<b>Net Debt to Equity Ratio</b>	<b>-0.10</b>		<b>0.35</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** 

**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



**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.



**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

## Investor Relations Contact

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Sr. General Manager – Finance & Investor Relations

Email: [kasat.sumit@mahindra.com](mailto:kasat.sumit@mahindra.com)

**Ms. Rabindra Basu**

Senior Manager – Investor Relations

Email: [basu.rabindra@mahindra.com](mailto:basu.rabindra@mahindra.com)

**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