

## INVESTOR PRESENTATION

Q2 & H1 FY2023

Mahindra Nestalgia at Pimpri, Pune

Artist's impression



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1 MLDL Overview

Snapshot

At Glance

Stock Performance

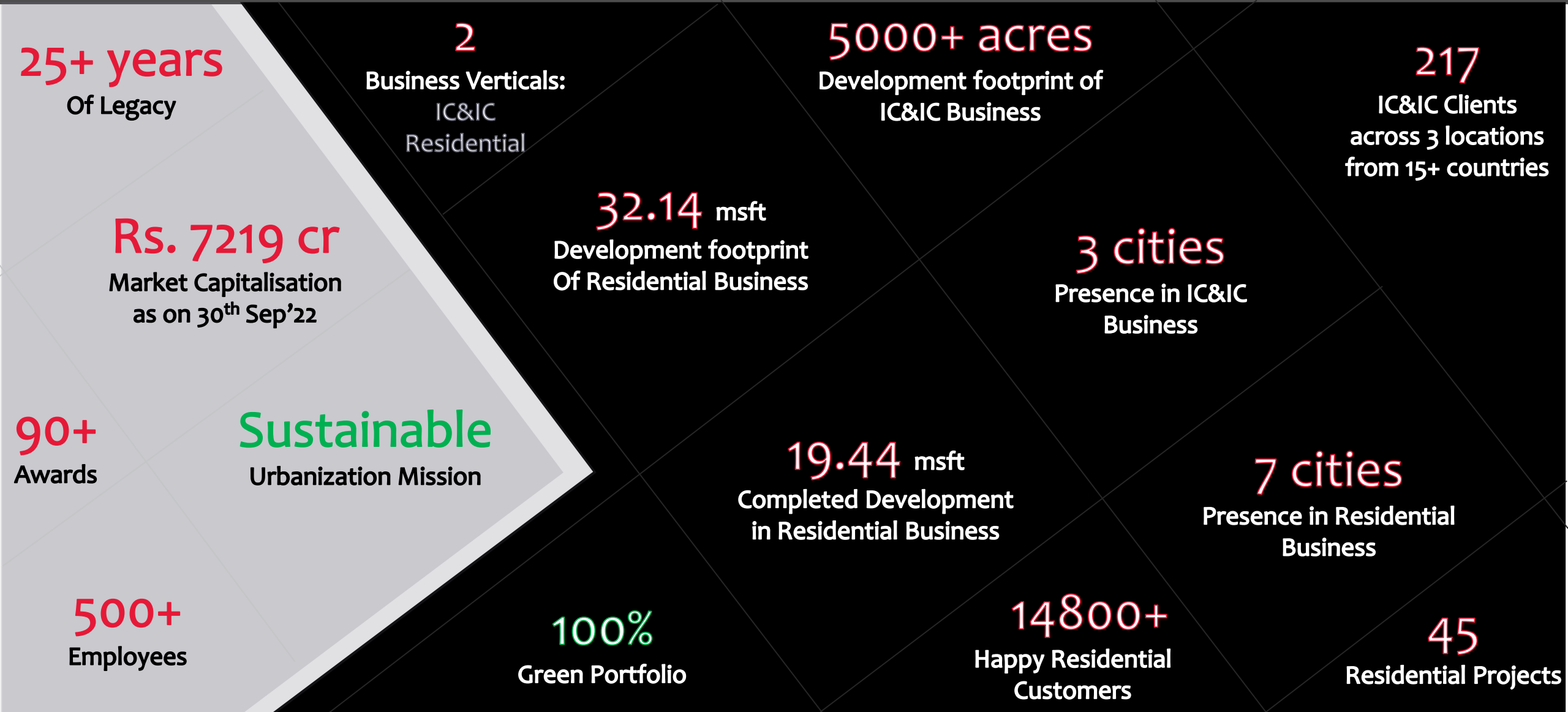
Strengths

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



- JV with Actis to develop industrial & logistics real estate facilities

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

2021-2022

- Achieved milestone of 100<sup>th</sup> client at MWC Jaipur
- Launched India's first Net Zero Energy Residential Project, Mahindra Eden in Bengaluru

# MLDL AT GLANCE - AWARDS AND RECOGNITIONS

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

2022

1. Construction World conferred MLDL with **'India's Top Builder'** award under the National category at the '17th Construction World Architect & Builder Awards

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.



# MLDL AT GLANCE - SUSTAINABILITY

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

Committed to Net Zero (Energy, Water, & Waste) Developments by 2030

100% Green portfolio since 2014

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 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 Decarbonize 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



India's 1<sup>st</sup> Net Zero Energy Residential Building



MWC Jaipur received C40 Stage 2 Certification






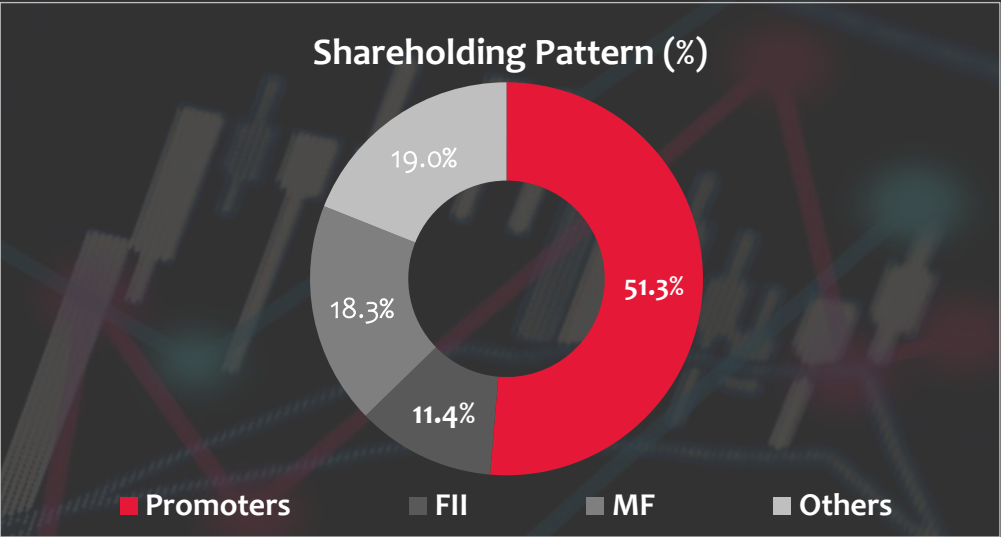
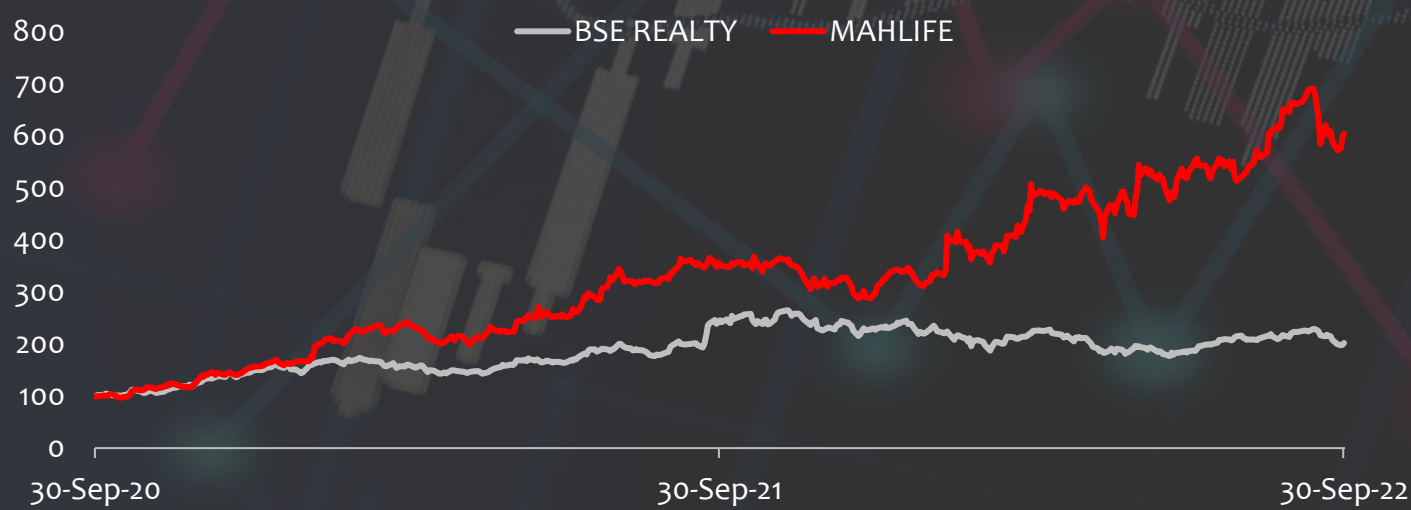
'Plaque Award' for Special Recognition in Category II - Climate Change  
ICAI International Sustainability Reporting Awards



# MLDL STOCK INFORMATION

As on 30<sup>th</sup> September 2022

 Market Capitalization	INR 7,219 cr
 Shares Outstanding	15.45 cr
 Free Float	3,501 cr
 Symbol (BSE) / (NSE)	532313 / MAHLIFE



Key Institutional Investors	
Kotak Mutual Fund	
ICICI Prudential Asset Management Company Limited	
L&T Mutual Fund	
First State Investments	
Nippon India Fund	
The Vanguard Group, Inc	
Goldman Sachs	



# MLDL STRENGTHS

Organised players likely to benefit disproportionately

## Stakeholders Preferences

- Buyers' inclination towards trusted developers with a strong delivery track record
- Landowners choose to deal with organised developers with strong balance sheet
- Lenders prefer funding reputed & well governed developers

## Enhanced Affordability

- 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

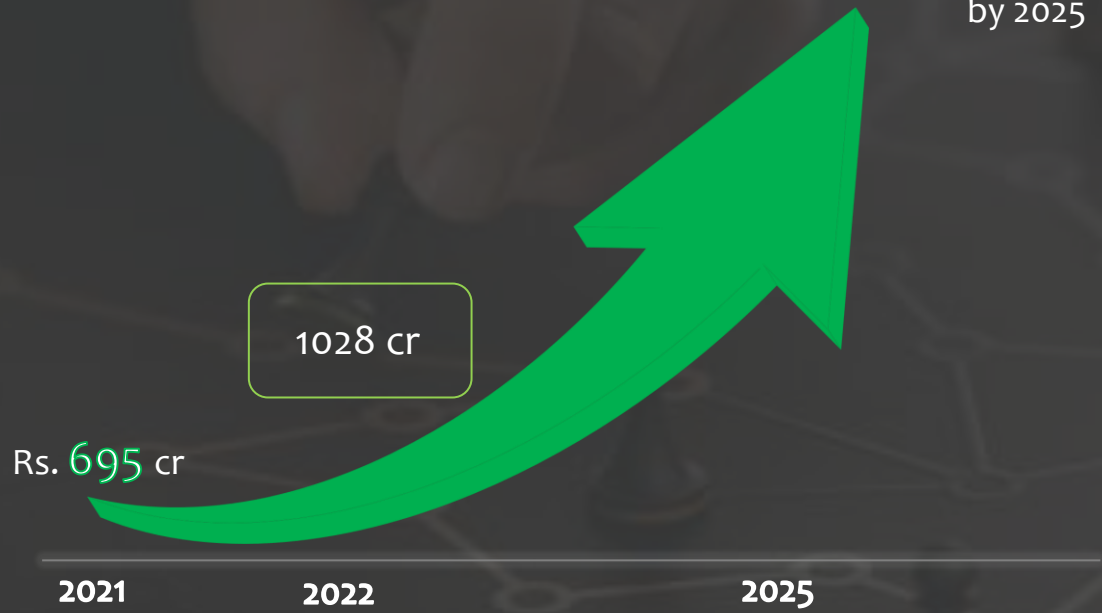
- Pradhan Mantri Awas Yojna Scheme
- Affordable Rental Housing Scheme
- Performance Linked Incentive Schemes

# MLDL STRATEGY

## RESIDENTIAL

### Annual Sales

Rs. **2500** cr  
by 2025



MMR, Pune & Bengaluru  
Target Markets

0.5 to 1.5 msft  
Development potential per project

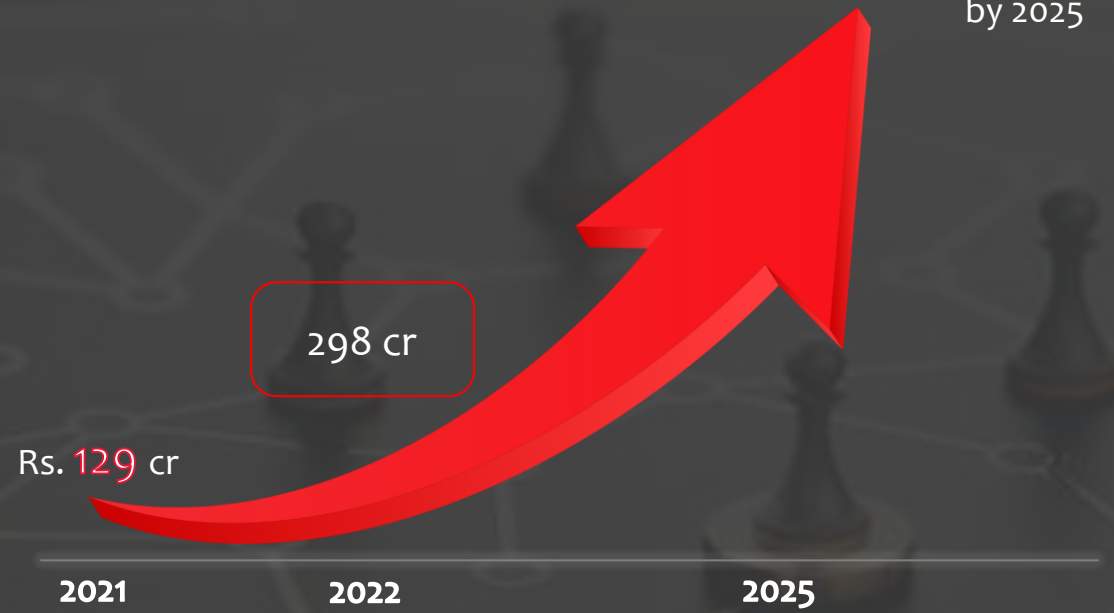
3-4  
Land acquisitions every year, worth sales potential of Rs. 2000 cr

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

Q2 FY 2023

H1 FY 2023

## RESIDENTIAL \*



0.47 msft

Sales Volume

(RERA Carpet Area: 0.31 msft)



0.61 msft

Launches



Rs. 399 cr

Sales Value



0.19 msft

Completions



Rs. 286 cr

Collections



362 units

Handovers



1.13 msft

Sales Volume

(RERA Carpet Area: 0.70 msft)



1.66 msft

Launches



Rs. 1001 cr

Sales Value



0.21 msft

Completions



Rs. 557 cr

Collections



757 units

Handovers

## INTEGRATED CITIES & INDUSTRIAL CLUSTERS

22.3 acres leased to 9 customers for Rs. 68\* cr

MWC Chennai: Leased 3 acres to 1 customers for Rs. 3 crore

MWC Jaipur: Leased 19.3 acres to 8 customers for Rs.57 crore

64.5 acres leased to 18 customers for Rs. 186\* crore

MWC Chennai: Leased 3 acres to 1 customers for Rs. 3 crore

MWC Jaipur: Leased 61.5 acres to 17 customers for Rs.175 crore

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

\* Includes transfer fee of Rs. 8 crore

# MLDL HIGHLIGHTS – FINANCIAL

(Rs. cr, unless specified)

CONSOLIDATED RESULTS	Q2 FY23	Q1 FY23	Q2 FY22
Income from Operations	69.8	94.6	59.2
Other Income	4.0	22.8	6.5
<b>Total Income</b>	<b>73.8</b>	<b>117.3</b>	<b>65.7</b>
Profit/ (Loss) Before Tax & Share in Net Profit / (Loss) of Associates	(41.1)	20.4	12.2
Share in Net Profit / (Loss) of Associates	26.8	62.8	11.7
<b>Profit Before Tax</b>	<b>(14.3)</b>	<b>83.3</b>	<b>23.9</b>
Net Profit / (Loss) for the period	(7.5)	75.7	13.2
<b>Net Profit / (Loss) after Non-Controlling Interest</b>	<b>(7.7)</b>	<b>75.4</b>	<b>6.5</b>

CONSOLIDATED RESULTS	H1 FY23	H1 FY22	FY22
Total Income	191.2	219.9	408.2
EBIDTA*	45.1	14.0	15.5
Net Profit / (Loss) after Non-Controlling Interest	67.7	(7.4)	154.5
Net Worth (excluding Non-Controlling Interest)	1,826.6	1,624.5	1,787.2
<b>Net Debt to Equity Ratio</b>	<b>0.07</b>	<b>0.01</b>	<b>0.03</b>
<b>Cost of Debt</b>	<b>7.2%</b>	<b>6.7%</b>	<b>6.5%</b>



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MLDL Residential

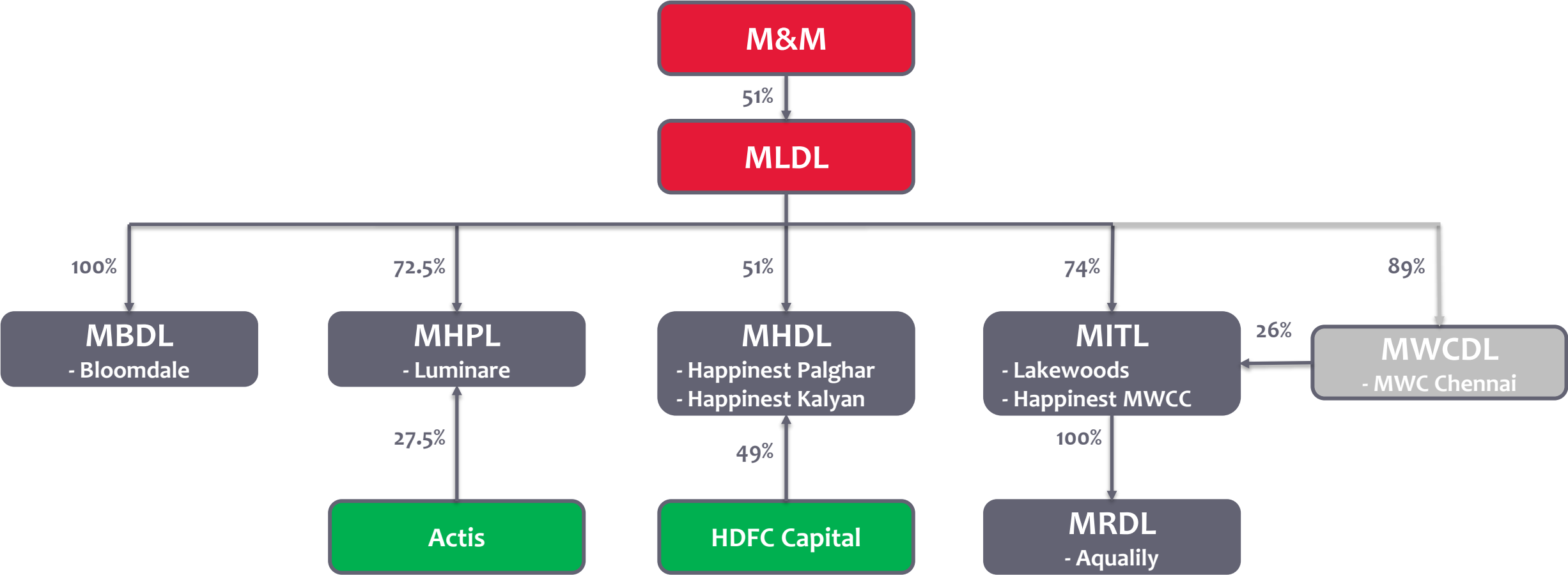
Introduction

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

	Premium Residential	Value Homes	Total
1 Development Footprint	26.56 msft	5.58 msft	32.14 msft
2 Completed Development	17.75 msft	1.69 msft	19.44 msft
3 Ongoing and Forthcoming	8.81 msft	3.89 msft	12.70 msft



Roots, Mumbai (Under Construction)



Lakewoods, Chennai (Under Construction)



Alcove (Under Construction)



Happinest Kalyan (Under Construction)



Vicino (Actual Image)

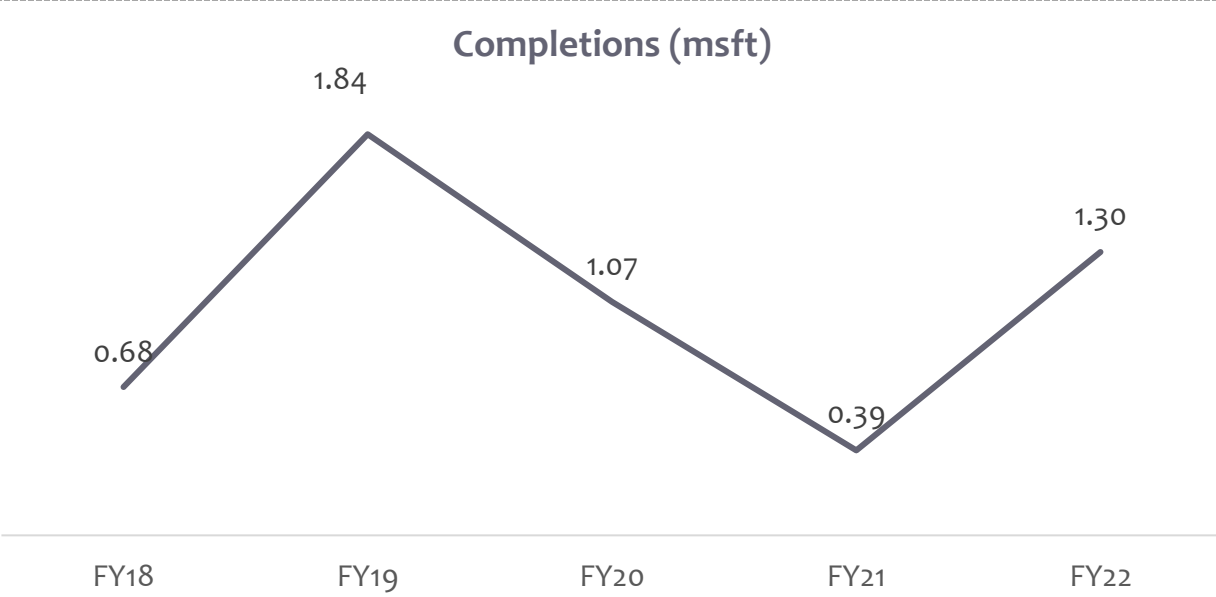
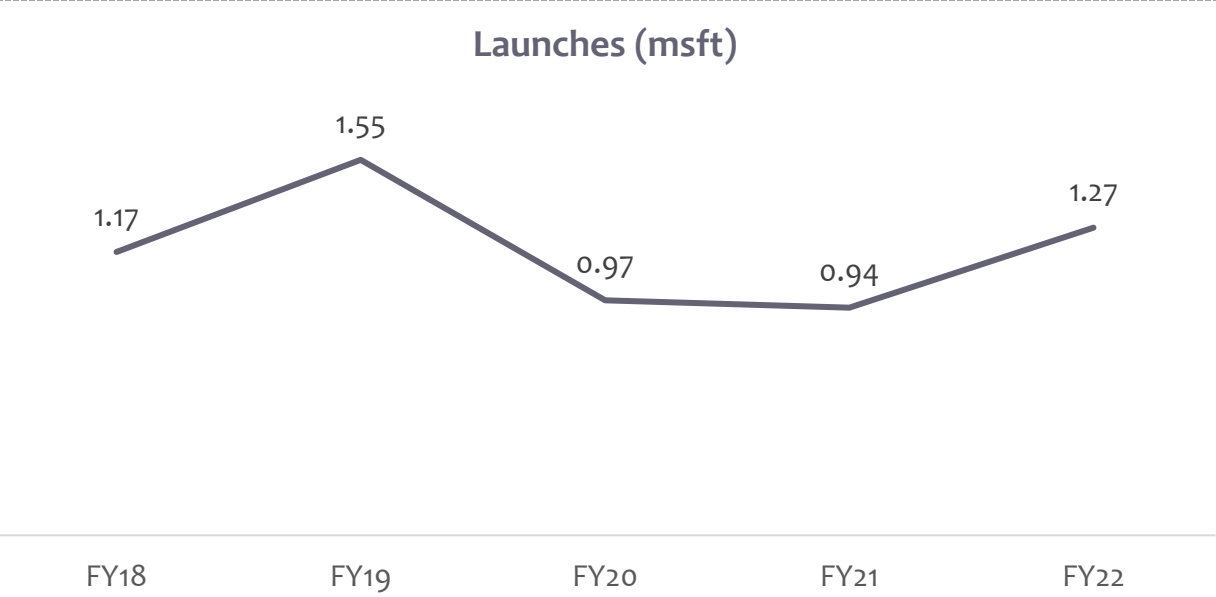
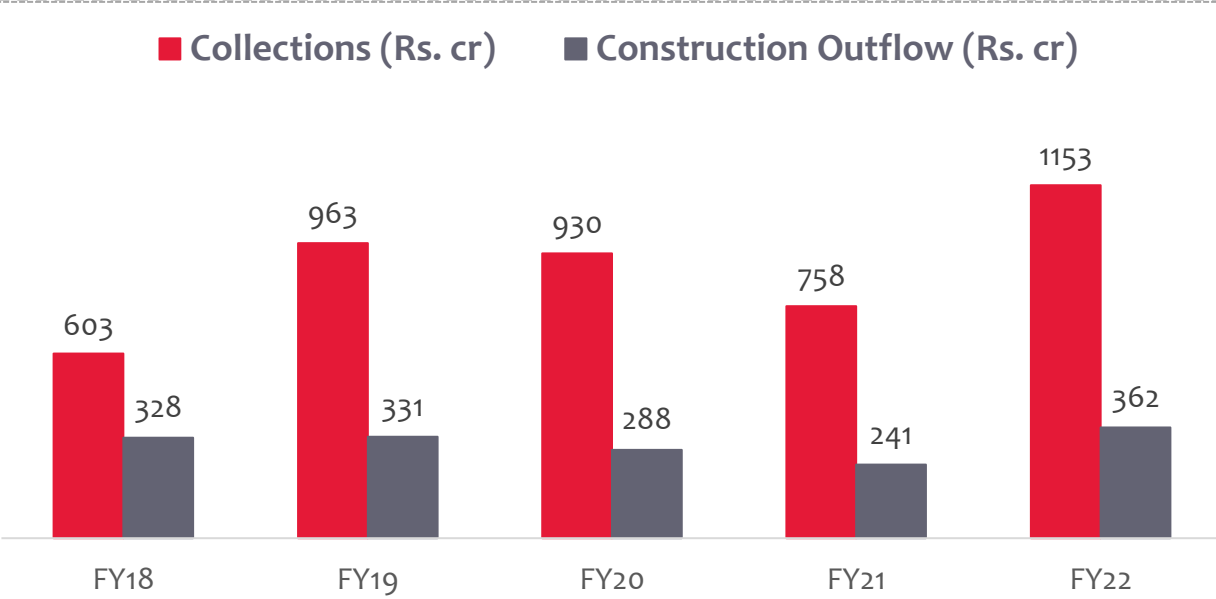
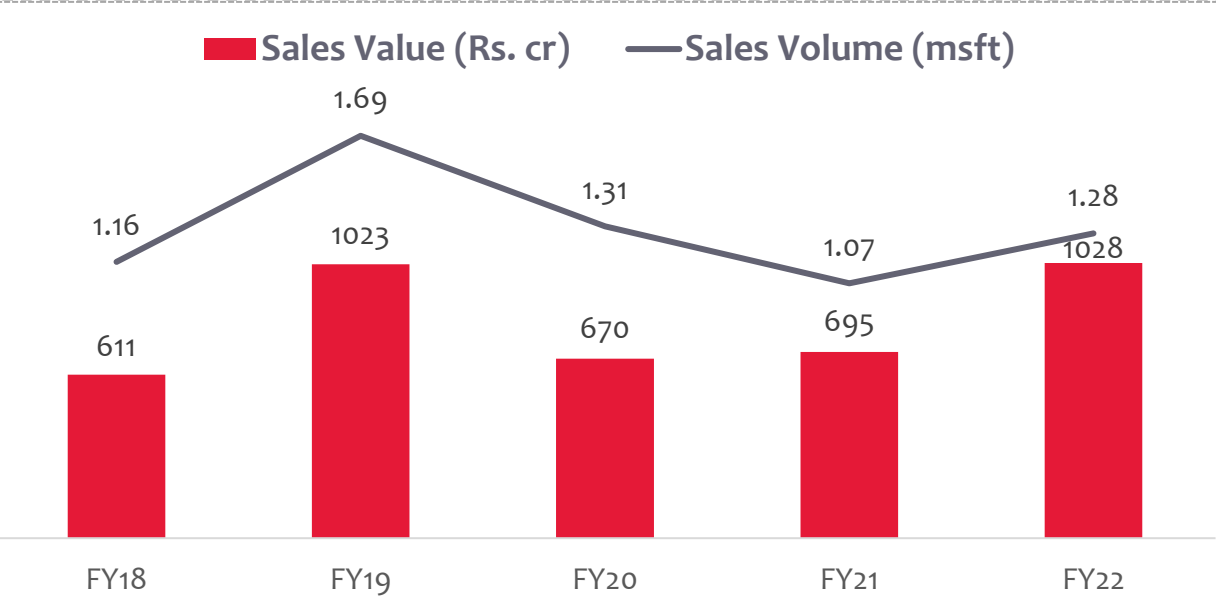


Happinest Palghar Ph 1 (Actual Image)



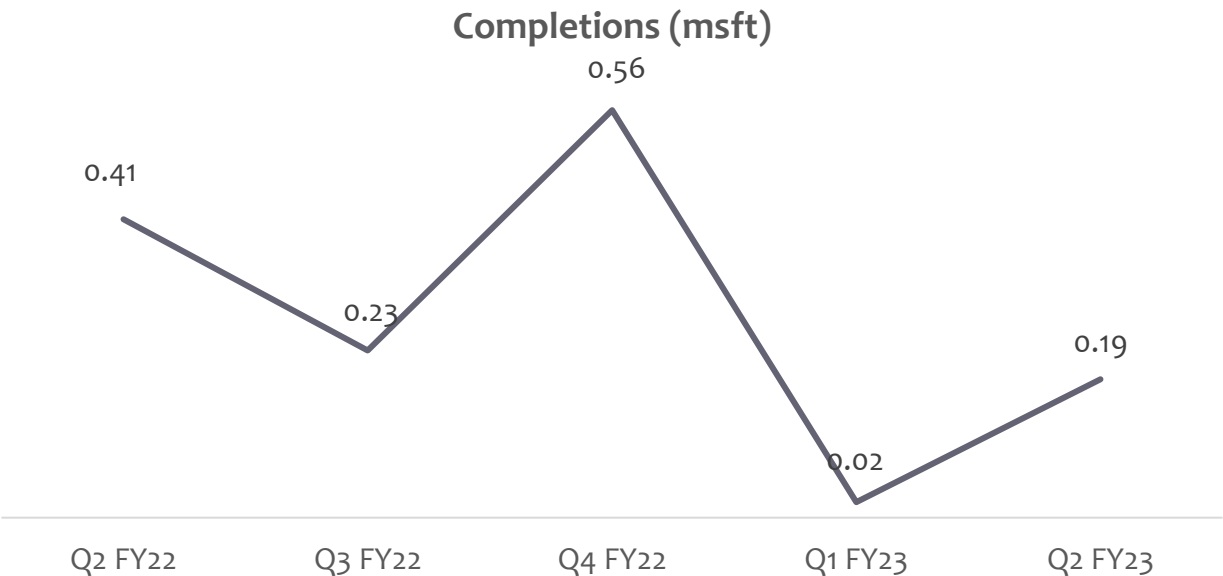
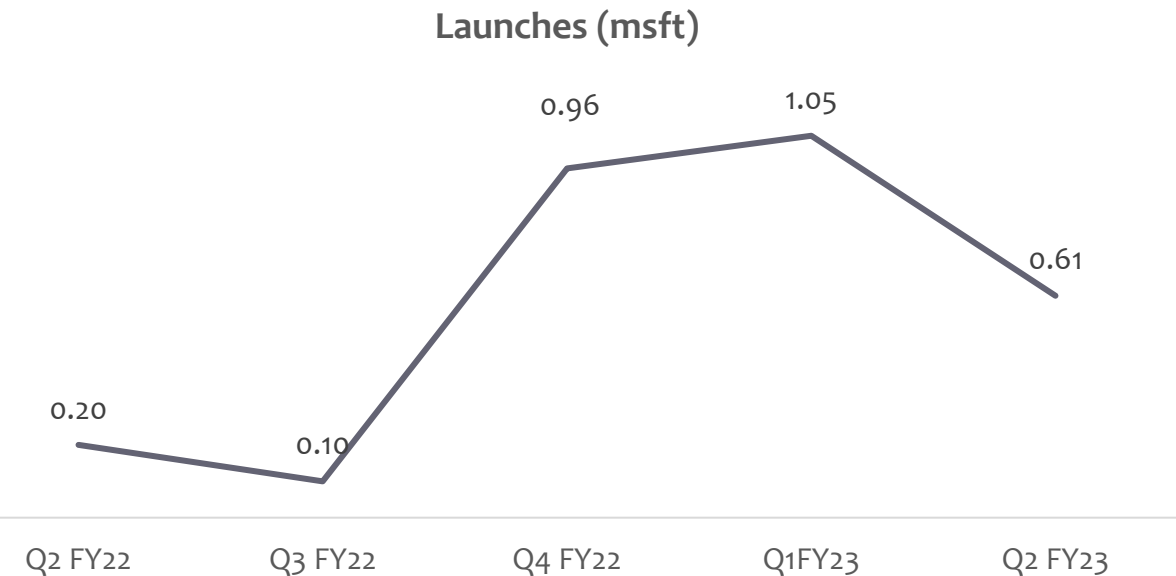
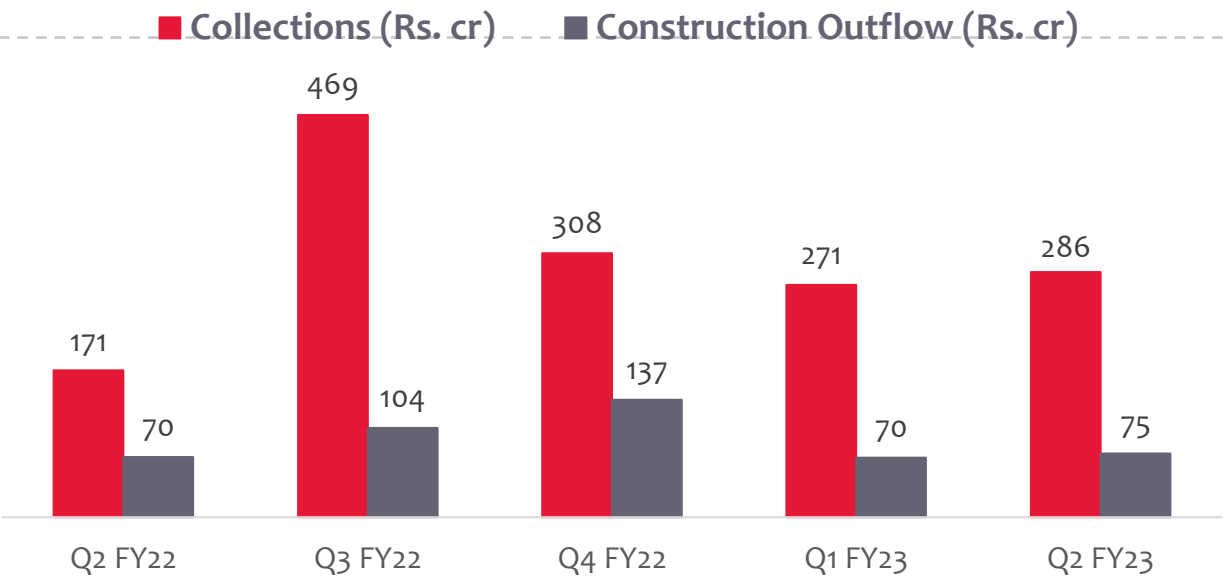
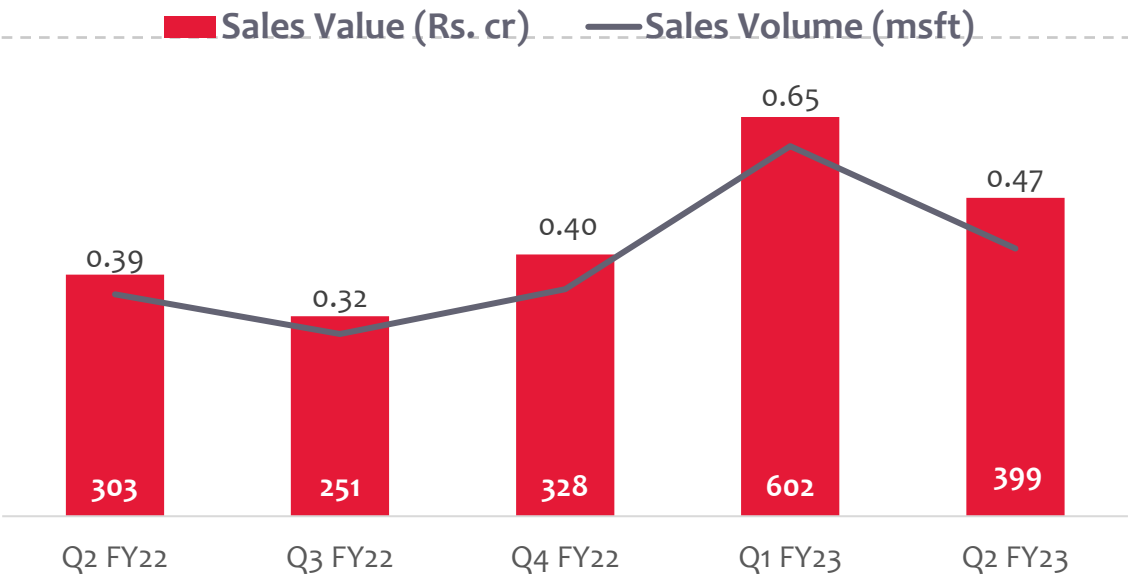
Luminare, NCR (Actual Image)

# MLDL RESIDENTIAL | HISTORICAL TREND - ANNUAL





# MLDL RESIDENTIAL | HISTORICAL TREND - QUARTERLY



# 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	177	87%
	Vicino	0.26	0.27	0.00	NA	0.27	0.24	425	79%
	Alcove #	0.39	0.39	0.00	NA	0.39	0.14	197	43%
	Meridian (Alibaug)	0.16	0.03	0.03	0.03	0.00	0.01	12	77%
Pune	Centralis	0.34	0.34	0.16	0.16	0.18	0.18	113	65%
	Nostalgia phase 1	0.53	0.26	0.00	NA	0.26	0.19	139	18%
NCR	Luminare #	1.20	1.21	0.77	0.77	0.44	0.23	315	16%
Nagpur	Bloomdale	1.55	1.57	1.15	1.15	0.42	0.39	199	84%
Bengaluru	Eden Kanakpura Ph1	0.79	0.40	0.00	NA	0.40	0.38	271	27%
Chennai	Aqualily	1.58	1.51	1.35	1.35	0.16	0.02	11	48%
	Lakewoods	0.90	0.47	0.28	0.28	0.19	0.01	3	11%
TOTAL		7.84	6.59	3.74	3.74	2.85	1.93	1861	53%

## 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	0.12	44	39%
	Happinest Kalyan 1	0.84	0.84	0.00	NA	0.84	0.73	404	69%
	Happinest Kalyan 2	1.09	0.71	0.00	NA	0.71	0.17	84	24%
Pune	Happinest Tathawade	1.19	0.74	0.00	NA	0.74	0.50	291	21%
Chennai	Happinest MWCC	0.41	0.21	0.00	NA	0.21	0.21	78	26%
TOTAL		3.89	2.68	0.00	0.00	2.68	1.73	902	37%



# 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	Nostalgia (Pimpri, Pune)	0.27
	Happinest Tathawade	0.45
Bengaluru	Eden	0.39
Chennai	Aqualily	0.07
	Lakewoods	0.43
	Happinest MWCC	0.20
<b>TOTAL</b>		<b>2.50</b>

## New Projects

Location	Project Name	Estimated Saleable Area (msft)
MMR	New Project (Dahisar) #	0.86
	New Project (Kandivali)	1.70
Pune	New Project (Pimpri, Pune)	2.14
<b>TOTAL</b>		<b>4.70</b>

**7.20 msft**

Total Forthcoming Projects Area

**5.72 msft**

Forthcoming in Mid-Premium Residential

**1.48 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
Pune	Centralis	MLDL	2
Chennai	Lakewoods	MITL	1
	Aqualily	MRDL	2
MMR	Happinest Boisar	MLDL	55
	Meridian (Alibaug)	MLDL	6
	Happinest Palghar 1	MHDL	87
<b>TOTAL</b>			<b>154</b>

Happinest Boisar



Meridian (Alibaug)

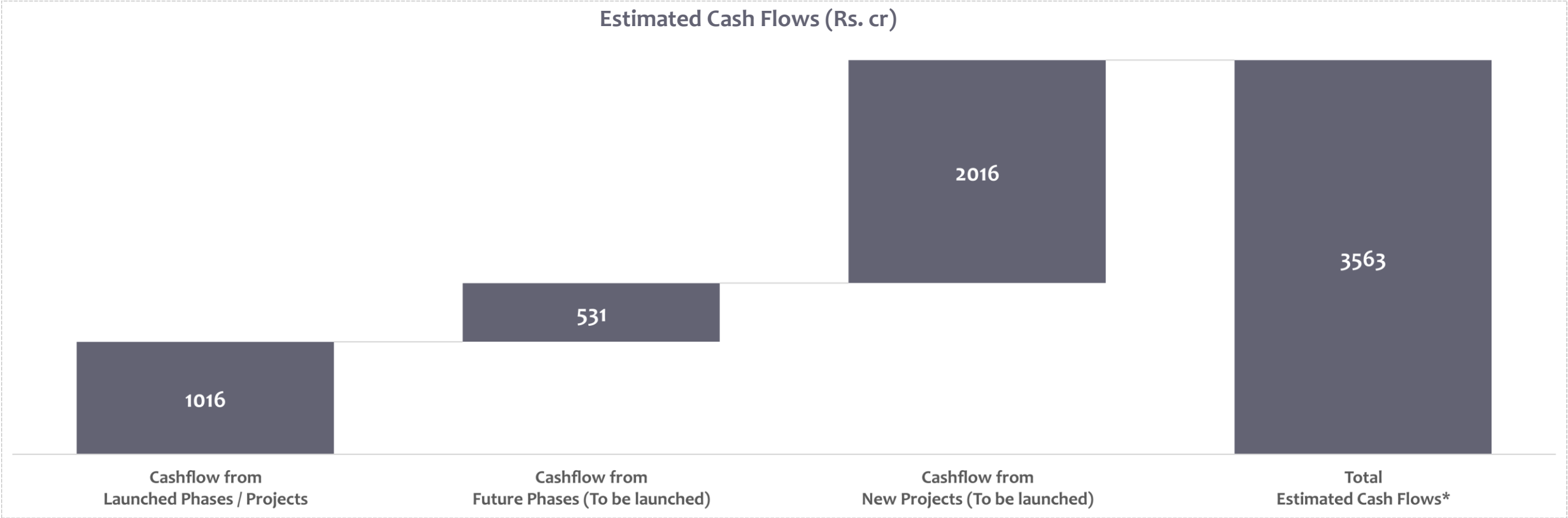


Happinest Palghar 1





# MLDL RESIDENTIAL | SUSTAINABLE FUTURE CASH FLOWS



Launched Phases / Projects	Value (Rs. cr)	Future Phases (To be launched)	Value (Rs. cr)	New Projects (To be launched)	Value (Rs. cr)
Sold Units & Estimated Sales ^	4080	Estimated Sales ^	1443	Estimated Sales ^	5102
Less: Amount Collected of Sold Units	1374	Less: Estimated Construction Cost #	912	Less: Estimated Construction Cost #	3086
Less: Estimated Construction Cost #	1690	Net amount to be collected	531	Net amount to be collected	2016
Net amount to be collected	1016			Total	3563

## 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

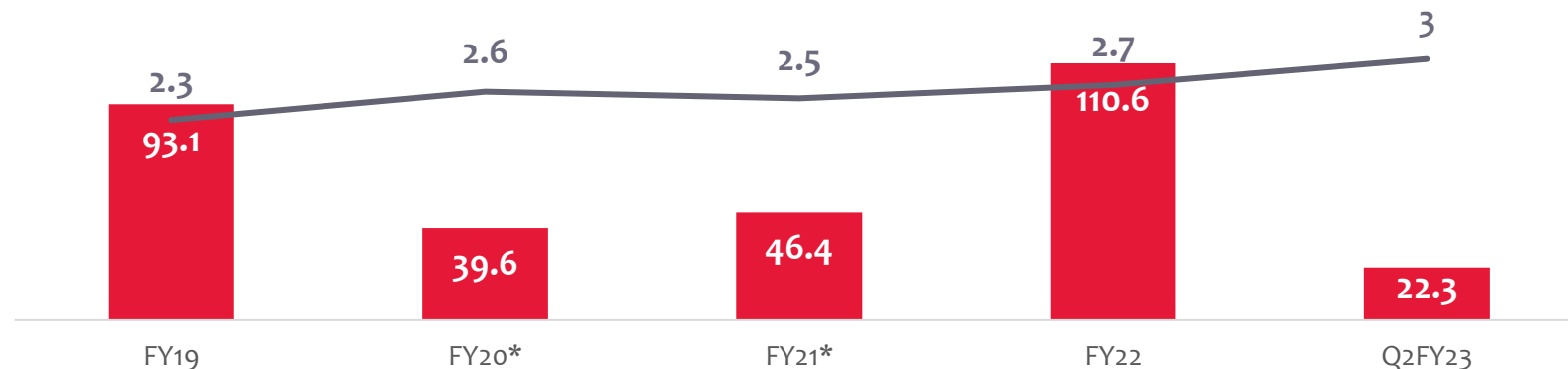
### Origins Ahmedabad

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

### Origins Pune (Forthcoming)

- Gross Planned Area: 500 acres
- Land acquisition stage

■ Leased Area (Acres) — Average Price per Acre (Rs. cr)



## Features



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

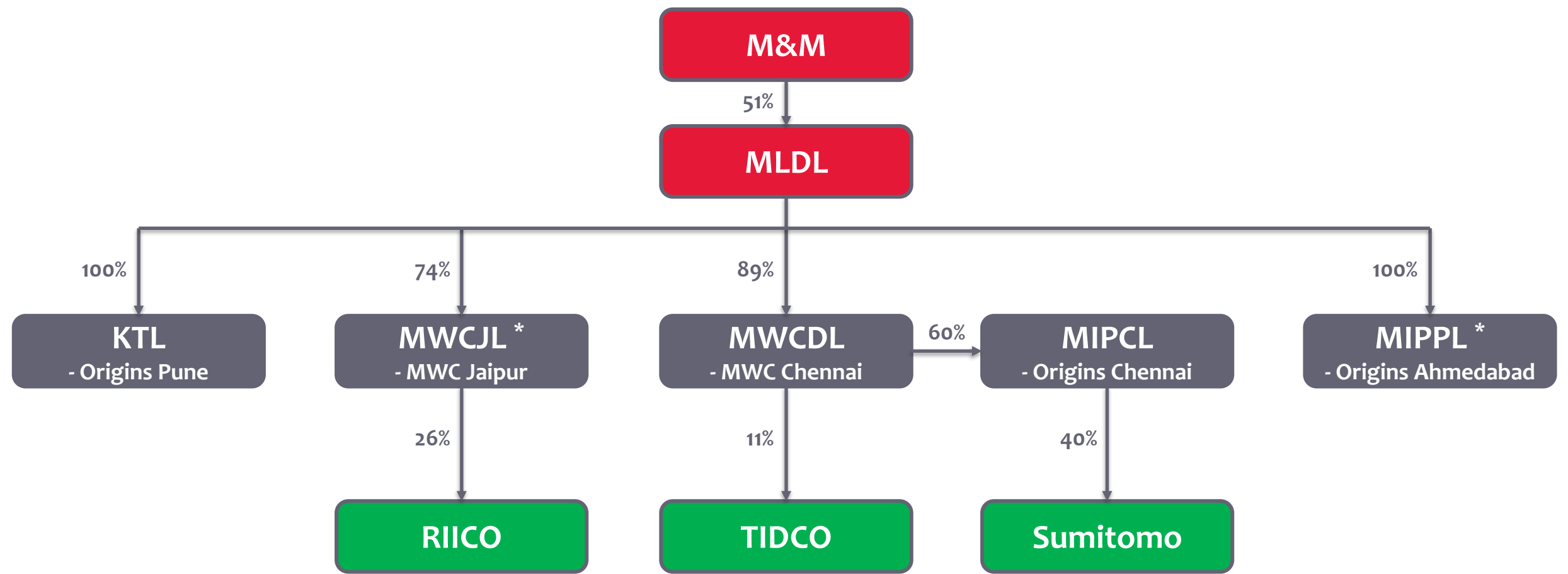


ACCESS TO SKILLED WORKFORCE



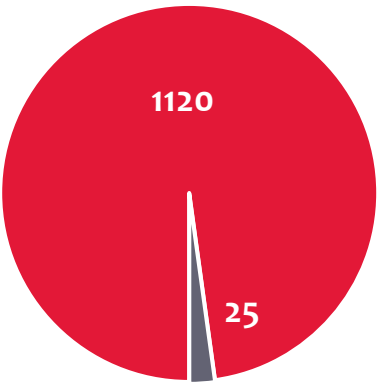
HASSLE FREE TRANSACTION





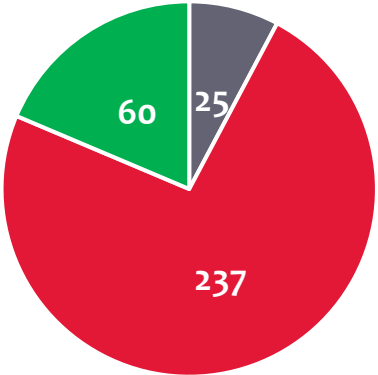
MWC, Chennai

Leasable Area: 1145 acres



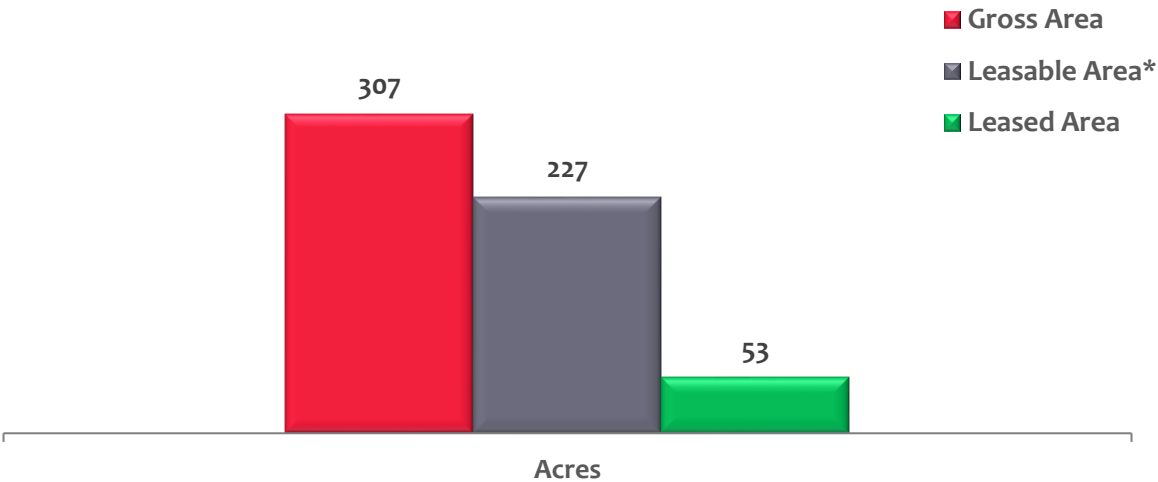
■ Leased ■ Unleased

Balance Inventory in MWCDL



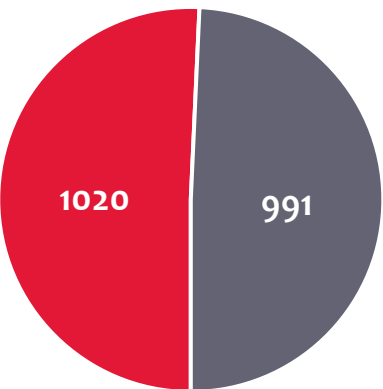
■ MWC Chennai ■ Origns Chennai Ph 2  
■ Outside MWC Boundary

Origins, Chennai



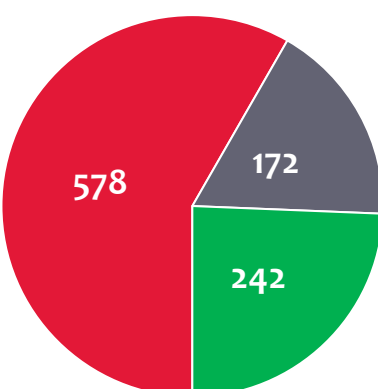
MWC, Jaipur

Leasable Area: 2011 acres



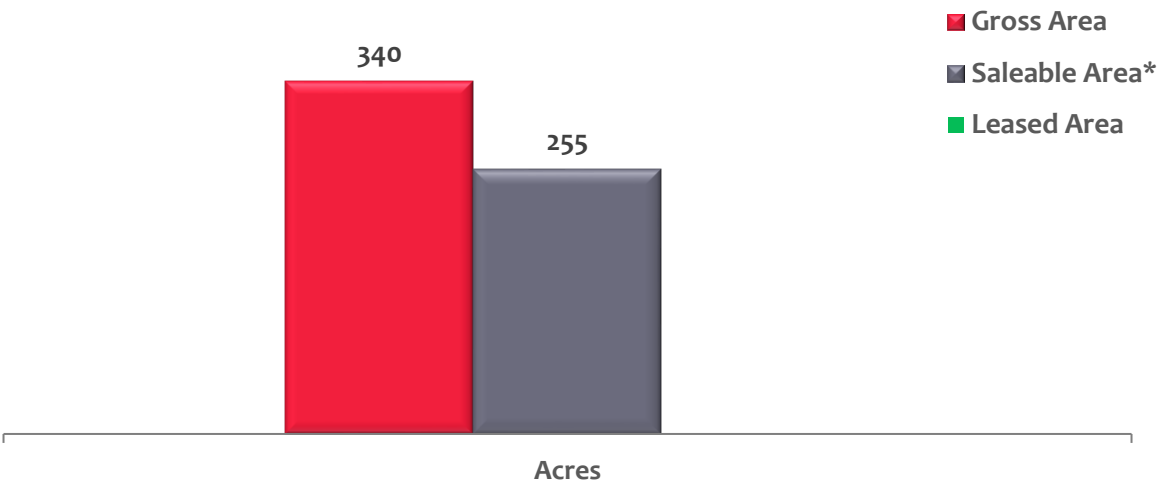
■ Leased ■ Unleased

Balance Inventory

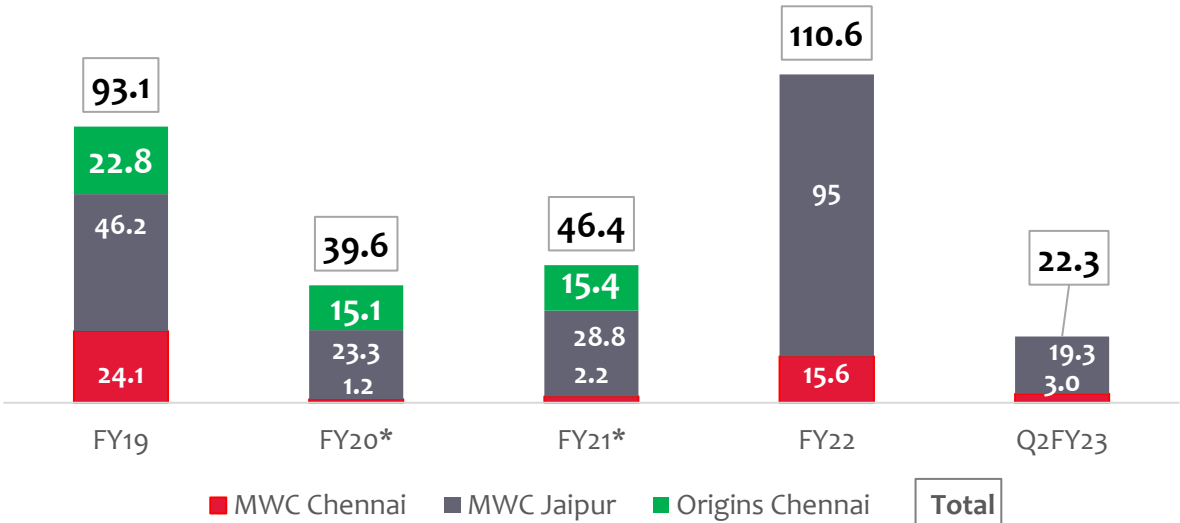


■ SEZ ■ DTA ■ Resi & Social

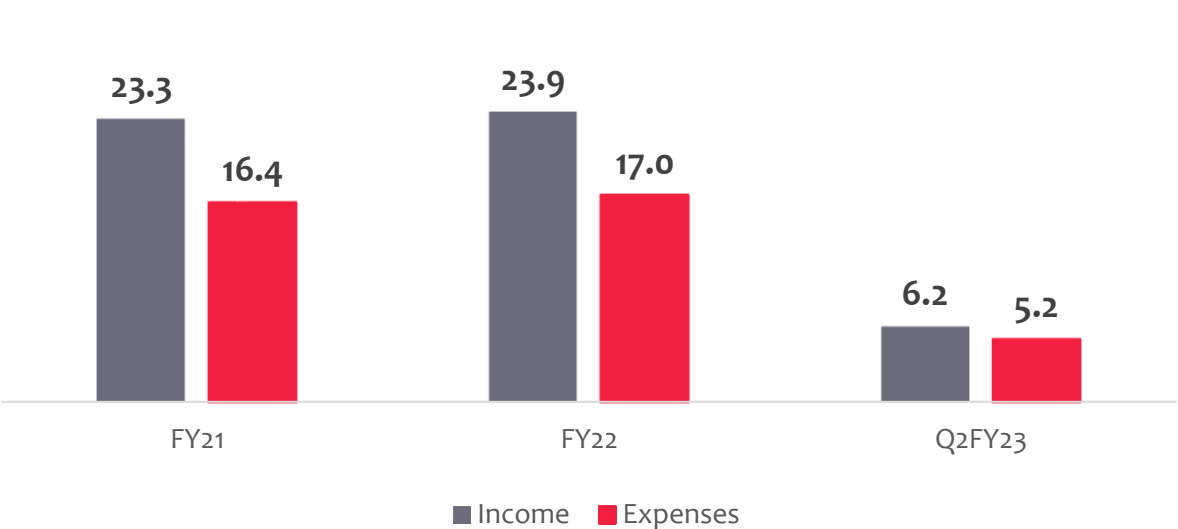
Origins, Ahmedabad



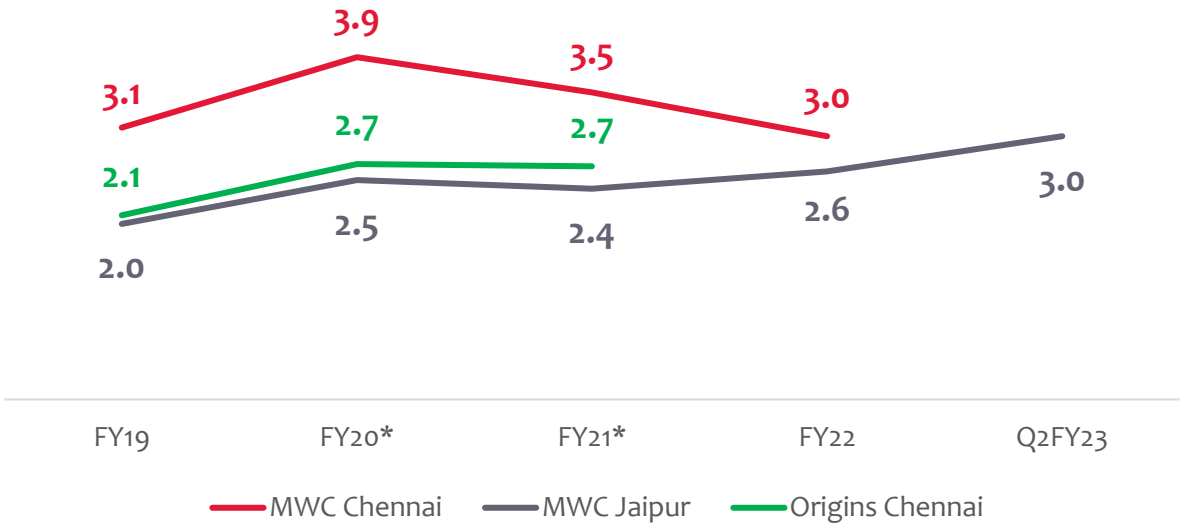
Leased Area (Acres)



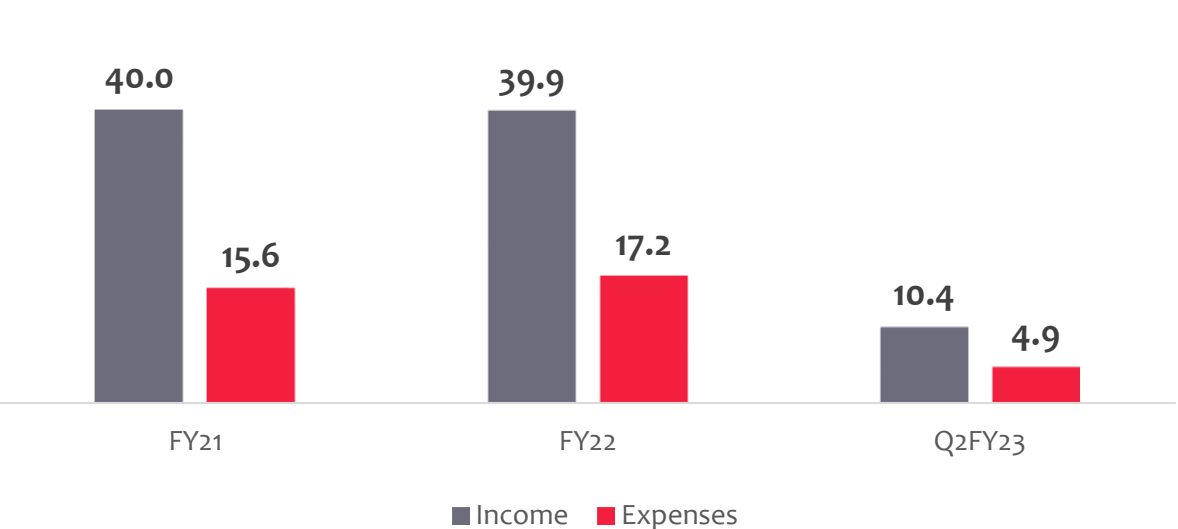
Park O&M, MWC Chennai (Rs. cr)



Average Price Per Acre (Rs. cr)



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



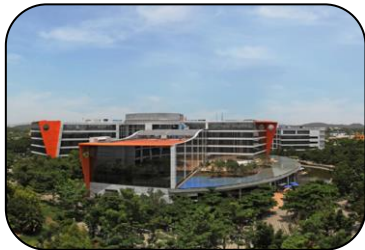
\* For MWC Chennai, it does not include sales outside MWC boundaries (FY20: 3 acres, FY21: 9.2 acres)



MWC Chennai  
83 customers (69 operational)



Infosys Campus



BMW



Central Avenue



MWC Jaipur  
127 customers (71 operational)



Metlife



DTA Zone



Infosys Circle



Origins Chennai  
7 customers (2 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 <sup>#</sup>
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.
TOTAL		2244	



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Consolidated Results

Segment Performance



# MLDL FINANCIALS | CONSOLIDATED RESULTS - PROFIT & LOSS

PROFIT & LOSS STATEMENT	Q2 FY23	Q1 FY23	Q2 FY22	H1 FY23	H1 FY22
Income from Operations	69.8	94.6	59.2	164.3	207.5
Other Income	4.0	22.8	6.5	26.8	12.5
<b>Total Revenues</b>	<b>73.8</b>	<b>117.3</b>	<b>65.7</b>	<b>191.2</b>	<b>219.9</b>
Operating Expenses	64.8	82.8	5.7	147.6	142.9
Employee Remuneration & Benefits	20.7	21.3	23.3	42.0	46.1
Finance Costs	2.5	1.8	5.4	4.3	6.7
Depreciation & Amortisation	3.2	2.4	1.4	5.7	2.9
Administration & Other Expenses	23.7	22.5	17.7	46.1	30.1
<b>Total Expenditure</b>	<b>114.9</b>	<b>130.7</b>	<b>53.5</b>	<b>245.6</b>	<b>228.6</b>
<b>Exceptional Items</b>	-	33.8	-	33.8	-
<b>Profit from Ordinary Activities before Tax &amp; Share in Net Profit / Loss of Associates</b>	<b>-41.1</b>	<b>20.4</b>	<b>12.2</b>	<b>-20.6</b>	<b>(8.7)</b>
Share in Net Profit / (Loss) of Associates	26.8	62.8	11.7	89.6	13.2
<b>Profit from Ordinary Activities before Tax</b>	<b>-14.3</b>	<b>83.3</b>	<b>23.9</b>	<b>69.0</b>	<b>4.5</b>
Less : Provision for Current Taxation	0.8	0.9	2.2	1.6	3.2
Less : Provision for Deferred Taxation	-7.5	6.7	8.5	-0.8	2.1
<b>Net Profit for the period</b>	<b>-7.5</b>	<b>75.7</b>	<b>13.2</b>	<b>68.2</b>	<b>(0.8)</b>
Less: Minority Interest	0.2	0.3	6.7	0.5	6.5
<b>Net Profit / (Loss) after Taxes and Minority Interest</b>	<b>-7.7</b>	<b>75.4</b>	<b>6.5</b>	<b>67.7</b>	<b>(7.4)</b>

# MLDL FINANCIALS | CONSOLIDATED RESULTS - BALANCE SHEET

EQUITY & LIABILITIES	Q2 FY23	FY22
Equity Share Capital	154.6	154.5
Other Equity	1,672.0	1,634.0
<b>Networth</b>	<b>1,826.6</b>	<b>1,788.5</b>
<b>Non-Controlling Interest</b>	<b>49.5</b>	<b>49.1</b>
Financial Liabilities		
(i) Borrowings	60.1	60.1
(ii) Lease Liabilities	1.5	3.0
(iii) Other Financial Liabilities	1.8	1.8
Provisions	4.5	4.3
Deferred Tax Liabilities (Net)	-	-
Other Non-Current Liabilities	-	-
<b>Non-Current Liabilities</b>	<b>68.0</b>	<b>69.2</b>
Financial Liabilities		
(i) Borrowings	270.6	220.4
(ii) Lease Liabilities	2.9	2.8
(iii) Trade Payables	156.0	173.3
(iv) Other Financial Liabilities	39.7	36.2
Other Current Liabilities	898.4	670.4
Provisions	12.7	12.3
Current Tax Liabilities (Net)	15.5	15.2
<b>Current Liabilities</b>	<b>1,395.8</b>	<b>1,130.6</b>
<b>Liabilities associated with Assets Held for Sale</b>	<b>-</b>	<b>-</b>
<b>TOTAL</b>	<b>3,339.9</b>	<b>3,037.4</b>

ASSETS	Q2 FY23	FY22
Property, Plant and Equipment	15.7	11.8
Right of Use Assets	4.2	5.6
Capital Work-In-Progress	0.2	3.4
Investment Property	19.7	20.0
Goodwill and Other Intangible Assets	66.2	66.1
Financial Assets		
(i) Investments	708.0	622.3
(ii) Trade Receivables	-	-
(iii) Loans	4.4	4.4
(iv) Other Financial Assets	16.3	15.4
Deferred Tax Assets (Net)	79.7	78.9
Other Non Current Tax Assets	82.7	73.0
<b>Non Current Assets</b>	<b>997.0</b>	<b>900.9</b>
Inventories	1,746.4	1,441.9
Financial Assets		
(i) Investments	103.4	0.0
(ii) Trade Receivables	71.4	91.9
(iii) Cash and Cash Equivalents	76.7	198.4
(iv) Bank Balances other than (iii) above	23.0	27.1
(v) Loans	93.9	77.0
(vi) Other Financial Assets	18.1	51.0
Current Tax Assets (Net)	-	0.0
Other Current Assets	210.1	249.3
<b>Current Assets</b>	<b>2,342.9</b>	<b>2,136.6</b>
<b>TOTAL</b>	<b>3,339.9</b>	<b>3,037.4</b>

# MLDL FINANCIALS | SEGMENT PERFORMANCE

SEGMENT RESULTS	Residential		IC & IC	
	Q2 FY23	H1 FY23	Q2 FY23	H1 FY23
Area Sold (msft) / Land Leased (acres)	0.47 msft	1.13 msft	22.3 acres	64.5 acres
Sales / Lease Income	399	1001	68	186
Income from Operation	71	174	128	267
Other Income	5	29	2.3	3
<b>Total Income</b>	<b>76</b>	<b>202</b>	<b>131</b>	<b>269</b>
Cost of Sales	69	161	61	97
Gross Margins (%)	3%	7%	52%	64%
Less other Operating Expenses	44	88	8	14
<b>EBIDTA (excluding Other Income)</b>	<b>-42</b>	<b>-75</b>	<b>59</b>	<b>155</b>
Less Interest and Depreciation	6	11	14	24
Add Exception Item - Gain / (Loss)	-	34	-	-
Less Provision for Tax	-6	-26	12	34
<b>PAT (after Non-Controlling Interest)</b>	<b>-35</b>	<b>-8</b>	<b>27</b>	<b>75</b>
PAT Margin (%)	-50%	-4%	21%	28%
Net worth <sup>\$</sup>	1,508		908	
Net Debt <sup>#</sup>	-27		317	
<b>Net Debt to Equity Ratio</b>	<b>-0.02</b>		<b>0.35</b>	

**Note:** Above details are provided for better understanding of the performance of Residential & Industrial business 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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Management

Directors


Non-Executive Chairman

Ameet Hariani



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. Ameet Hariani**

(Chairman and 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.



**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



**Ms. Asha Kharga**

(Non-Executive, Non-Independent Director)

- MBA in Marketing from Mumbai University
- Chief Customer & Brand Officer, M&M Ltd
- Recognised as India's Top 20 Most Influential Women in Marketing & Advertising, by Business World



**Ms. Rucha Nanavati**

(Non-Executive, Non-Independent Director)

- Master in Computer Science, Illinois Institute of Technology, Chicago, IL, USA and BE- Electronics and Communication
- Chief Information Officer, M&M Ltd
- Won Top Women in Grocery award in 2020 and CIO Powerlist award in 2022



**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.



A large, multi-story apartment building with a modern design, featuring balconies and a mix of light and dark exterior panels. The building is set against a backdrop of a clear sky and some distant hills. The text "THANK YOU" is overlaid in the center of the image.

# 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
KTL	Knowledge Township Limited
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.