

## DISCLAIMER

This presentation and the accompanying slides ("Presentation") have been prepared by "Mahindra Lifespace Developers Limited" ("Company"), solely for purposes of information and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities and shall not form the basis or be relied upon in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document. The Company makes no representation or warranty, express or implied, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. All terms, conditions, warranties and representations in any of the foregoing respects which might otherwise be implied are hereby excluded. The information contained in this Presentation is only current as of its date. This Presentation may not be all inclusive and may not contain all the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively "forward-looking statements" within the meaning of applicable laws and regulations. Such forward-looking statements are not guaranteeing the future performance of the Company and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. The risks and uncertainties relating to such statements include, but are not limited to, change in industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations, the Company's ability to manage growth, competition, time and cost overruns on contracts. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

The Company may alter, modify or otherwise change in any manner the content of this Presentation, without obligation to notify any person of such revision or changes. This Presentation cannot be copied and disseminated in any manner. No person is authorized to give any information or to make any representation not contained in and not consistent with this Presentation and, if given or made, such information or representation must not be relied upon as having been authorized by or on behalf of the Company.

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 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, MHDL, MWCDL, MWCJL, MIPCL & MIPPL).



## THE MAHINDRA GROUP









20+
INDUSTRIES

I./5 LCC CT GROUP TURNOVER **260,000+** EMPLOYEES



India's number 1 SUV manufacturer by revenue market share; strong pipeline of EV products



Pioneer unique IC&IC business and residential developments



World's largest tractor company by volume



Number 1 timeshare company outside of the USA



Amongst India's leading IT service providers



Amongst India's largest third-party logistics service providers

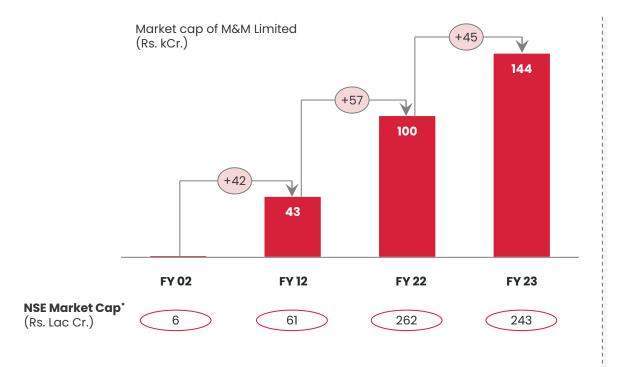


India's leading vehicle financing NBFC, AUM of \$10B



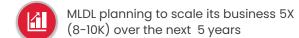
Multiple other businesses covering Renewables, Steel Processing, Technology, Aerospace and Defense, Used Car Marketplace

## Mahindra Group created significant value in the last two decades; MLDL a key priority for the Group









## MLDL AT A GLANCE

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

Mah	ind	ra Li1	fesp	aces

25+ years Of Legacy

650+ Employees

INR 7,208 Cr Market Cap as on 30th June'23

90+ Awards

100% Green Portfolio

#### Residential

49

Projects Delivered and Ongoing

#### 34.46 msft

Total Development Footprint

#### 20.05 msft

Completed Development

## 15500+

Satisfied Customers

#### IC&IC

## **Integrated Cities**

Presence in Chennai and Jaipur

#### **Industrial Clusters**

Origins in Chennai and Ahmedabad

#### 5000+ acres

Development Footprint

#### 225

Clients from 15+ Countries

## **ACCOLADES AND SUSTAINABILITY**

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

#### **Accolades**

- 'India's Top Builder' award conferred by Construction World (2023)
- GRESB conferred 'Global Sector Leader' in Development Benchmark category (2023)
- 1st position in Public Disclosure (Asia) by GRESB third time in a row (2023, 2022, 2021)
- Only Indian company to receive a Double A rating by CDP for Climate change and Water Security (2023)
- MWC Chennai won the 13<sup>th</sup> CIDC Vishwakarma Award for Best Smart City/Sub City Projects (2023)
- Awarded innovative Marketing Concept of the Year for Mahindra Nestalgia by Realty+ Conclave & Excellence Awards 2023
- MWC in Chennai received bespoke award in deployment of technology at fDi Global Free Zones of the Year 2019

## **Sustainability Achievements**

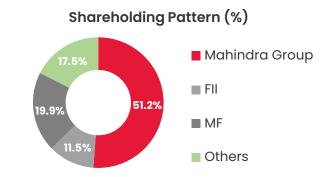
- MLDL has a 100% Green certified portfolio since 2013; first real estate company in India to have committed to global Science Based Targets initiative (SBTi)
- Committed to Carbon Neutrality (CN) by 2040 and Net Zero developments (Energy, Water, Waste) by 2030
- MLDL supports research on green buildings under aegis of Mahindra TERI Centre of Excellence
- Founding partner of Decarbonization Business Charter for the real estate sector
- Real Estate Sector Leadership in GRESB investor rating (2023)

## STOCK PERFORMANCE AND DRIVERS

Stock generated 87% CAGR over the past 3 years



Key Drivers
Scale-up in business development and pre-sales
Strong operating cash flows
Unique IC&IC business
Strong capabilities across value chain
Best-in-class talent



Key Institutional Investors					
Top MFs	Top Fils				
Kotak Mahindra AMC	First State Investments				
ICICI Prudential AMC	Vanguard Group				
HSBC Holdings	Blackrock				
Nippon Life India AMC	Goldman Sachs				
Canara Robeco AMC	Dimensional				

## **GROWTH STRATEGY**

#### **Bold ambition**

Drive Profitable Growth to 8K - 10K Cr by 2028 Leader in customer centricity

- Well-engineered portfolio choices

  Clearly articulate "where to play" choices capturing Geography, Customer segments, Products, Project size,
  Deal types
- Best-in-class customer centricity

  Provide premium customer experience through industry leading themes, superior designs, supported by sustainability and technology solutions
- 5 IC&IC value maximisation

  Be the preferred destination for establishing industrial footprint under PLI and China+1 themes. Accelerate monetization across industrial parks, plug & play and BTS options built on sustainable best in class infrastructure

Robust acquisition engine

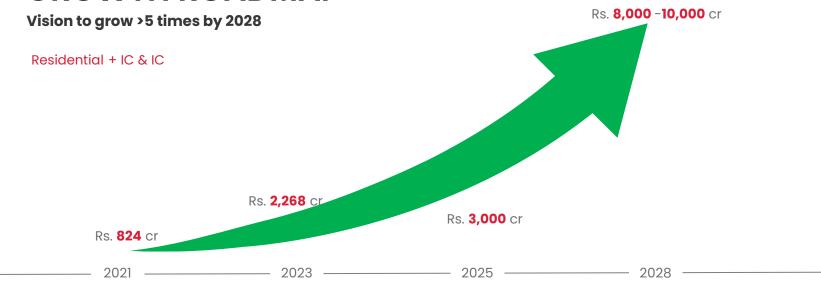
Systematically scale up GDV pipeline and target blockbuster launches; Build a strong BD and approvals engine to ensure value lock-in at design / launch stage

Excellence in delivery and cost

Deliver on timelines ("Indigo of Real Estate") and target costs to help realize superior IRRs across portfolio; "First-time-right" approach to construction through credible contractors and partners

Future-proof MLife
Invest to build key capabilities - scalable, agile operating model, strategic partnerships, talent models; gain competitive edge by leveraging new technologies and leading practices across the value chain

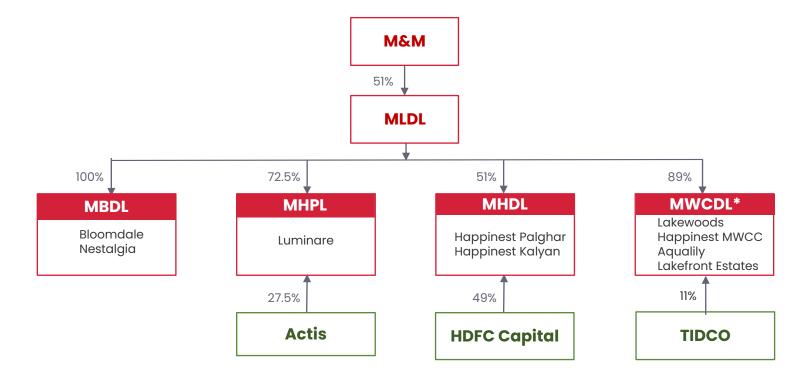




	Residential			IC & IC					
Markets to be GD	rojects with DV upwards f Rs. 500 cr	3-6 land acquisitions per year	Unlock Thane land parcel	Accelerated leasing	Origins Ahmedabad sales activation	Origins Pune & Origins Chennai Ph2 Launch of new parks	Pursue opportunities in Build to Suit leased premises		



## RESIDENTIAL – STRUCTURE OVERVIEW



## **RESIDENTIAL - SCALE OF OPERATIONS**

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

Total Development
Footprint

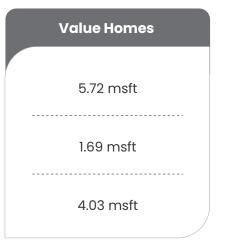
28.74 msft

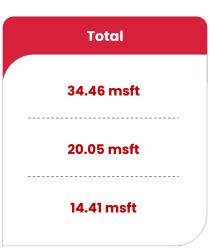
Completed
Development

Ongoing
and New Projects

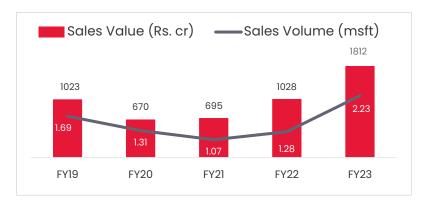
Premium Residential

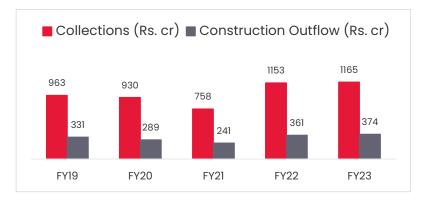
18.36 msft

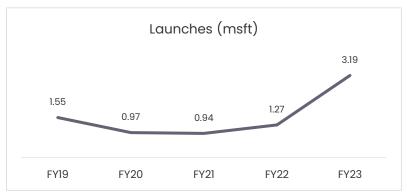


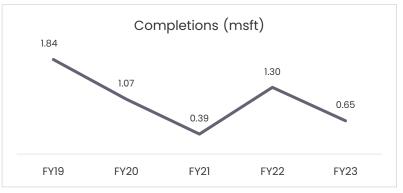


## **RESIDENTIAL - ANNUAL TREND**

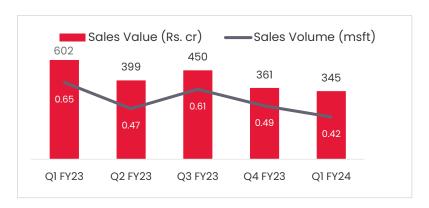


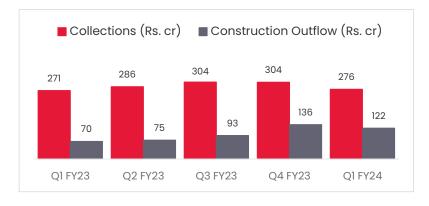


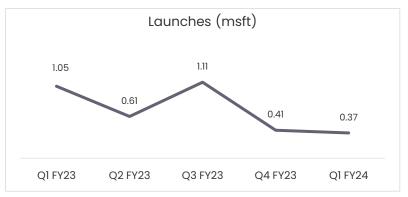


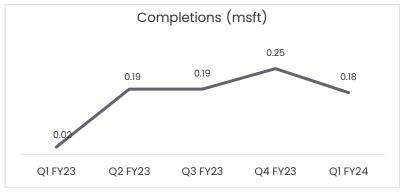


## **RESIDENTIAL - QUARTERLY TREND**









## RESIDENTIAL - PROJECT PORTFOLIO - ONGOING Premium Residential

Location	Project Name	Total Development	Launched Development	Completed Development	Area Sold	Ongoing Development	Area Sold	Sales Value (Rs. cr)	Completion %
		A	В	С	of C	D	of D	of D	of D
	Vicino	0.27	0.27	0.08	0.08	0.19	0.19	334	82%
1 41 4D	Alcove #	0.39	0.39	0.00	NA	0.39	0.19	278	38%
MMR	Meridian II	0.04	0.04	0.00	0.00	0.04	0.00	0.00	93%
	Meridian plotted	0.15	0.15	0.00	0.00	0.15	0.05	10	77%
D	Nestalgia	0.53	0.52	0.00	0.00	0.52	0.27	205	29%
Pune	Mahindra Citadel	2.77	0.51	0.00	0.00	0.51	0.34	257	14%
NCR	Luminare #	1.21	1.21	0.77	0.77	0.44	0.31	442	72%
Nagpur	Bloomdale	1.55	1.55	1.34	1.34	0.21	0.21	115	94%
Bengaluru	Eden Kanakpura	0.80	0.80	0.00	NA	0.80	0.73	557	33%
	Aqualily	1.58	1.51	1.35	1.35	0.16	0.04	19	80%
Chennai	Lakefront Estates	0.42	0.37	0.00	0.00	0.37	0.00	0	53%
	Lakewoods	0.90	0.47	0.28	0.28	0.19	0.02	11	20%
	TOTAL	10.62	7.79	3.82	3.82	3.97	2.35	2228	48%

#### **Value Homes**

Location	Project Name	Total Development	Launched Development	Completed Development	Area Sold	Ongoing Development	Area Sold	Sales Value (Rs. cr)	Completio n %
		A	3	С	of C	D	of D	of D	of D
	Happinest Palghar Ph 2	0.36	0.18	0.00	NA	0.18	0.14	51	42%
MMR	Happinest Kalyan 1	0.84	0.84	0.00	NA	0.84	0.74	409	80%
	Happinest Kalyan 2	1.22	0.68	0.00	NA	0.68	0.40	204	26%
Pune	Happinest Tathawade	1.20	0.73	0.00	NA	0.73	0.61	362	37%
Chennai	Happinest MWCC	0.41	0.41	0.00	NA	0.41	0.28	114	33%
	TOTAL	4.03	2.84	0.00	0.00	2.84	2.17	1140	46%

## **RESIDENTIAL - FORTHCOMING PROJECTS**

#### **Premium Residential**

#### **Future Phases**

Location	Project Name	Future Development (msft)
Pune	Nestalgia	0.02
rune	Mahindra Citadel	2.26
	Aqualily	0.07
Chennai	Lakefront Estates	0.05
	Lakewoods	0.43
	Total	2.83
New Projects		
	New Project (Dahisar) #	0.86
	New Project (Kandivali)	1.68
MMR	New Project (Malad W)	0.45
	New Project (Santacruz W)	0.14
Bengaluru	New Project(South Bengaluru)	0.45
	Total	3.58
	Grand Total	6.41

#### **Value Homes**

#### **Future Phases**

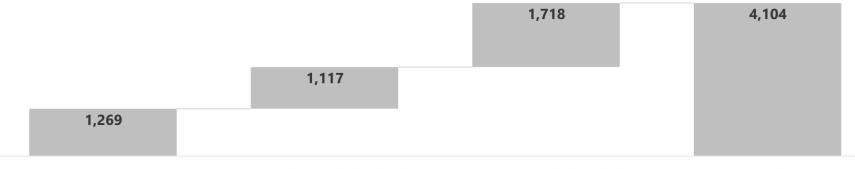
Location	Project Name	Future Development (msft)
MMR	Happinest Palghar Ph 2	0.18
IVIIVIR	Happinest Kalyan 2 Ph 2	0.54
Pune	Happinest Tathawade	0.47
	Total	1.19

## **RESIDENTIAL - READY TO MOVE INVENTORY**

Location	Project Name	Balance units to sell
Pune	Centralis	3
Chennai	Lakewoods	2
Chennai	Aqualily	2
	Bloomdale	1
MAID	Happinest Boisar	55
MMR	Meridian (Alibaug)	3
	Meridian (Alibaug) Happinest Palghar 1	79
то	TAL	145

## **RESIDENTIAL - SUSTAINABLE FUTURE CASH FLOWS**

Estimated Cash Flows (Rs. cr)



Ongoing Projects

Future Phases (to be launched)

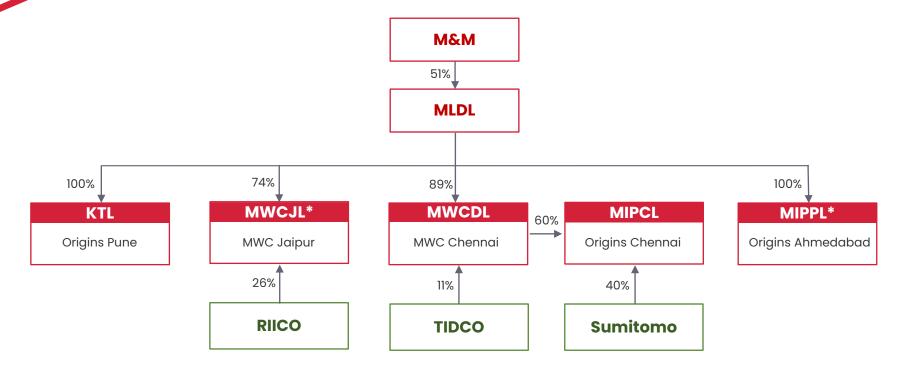
New Projects (To be launched)

Total Estimated Cash Flows\*

Ongoing Projects	Amount	Future Phases (To be launched)	Amount	New Projects (To be launched)	Amount
Sold Units & Estimated Sales ^	5081	Estimated Sales ^	3180	Estimated Sales ^	5115
Less: Amount Collected of Sold Units	1619	Less: Estimated Construction Cost #	2063	Less: Estimated Construction Cost #	3397
Less: Estimated Construction Cost #	2193				
Net amount to be collected	1269	Net amount to be collected	1117	Net amount to be collected	1718
				Total	4104



## IC & IC - STRUCTURE OVERVIEW





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

#### **Integrated Cities**

# MWC Chennai Distance from City Partnership TIDCO RIICO Gross Area 1524 Acres 2946 Acres

#### **Industrial Clusters**





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

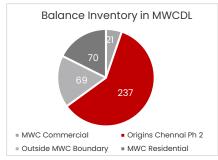


Hassle free Transaction

## IC & IC - IN DETAIL

#### MWC, Chennai

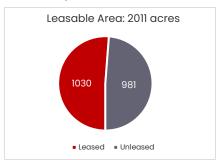


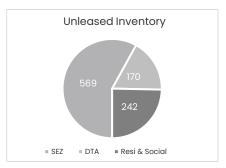


#### Origins, Chennai

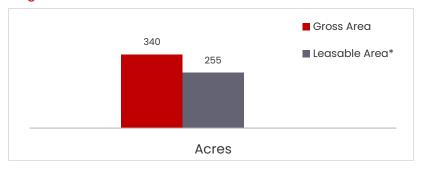


#### MWC, Jaipur

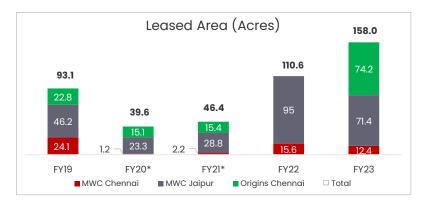


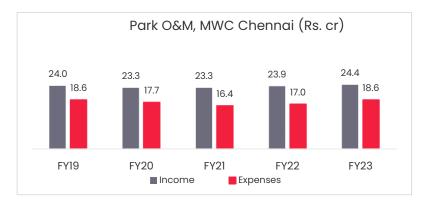


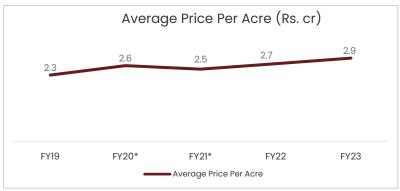
#### Origins, Ahmedabad

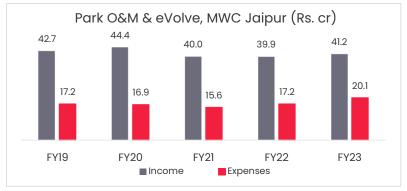


## IC & IC - DETAILS









## IC & IC - MARQUEE CLIENTELE

Focus on accelerating leasing across all locations

#### **MWC Chennai**

85 customers (63 operational)



















130 customers (76 operational)



























#### **Origins Chennai**

10 customers (3 operational)









## **Origins Ahmedabad**







## LAND INVENTORY - ASSETS WITH DEEP VALUE

Land Name	Location	Gross Area (acres)	Development Plan <sup>#</sup>
Ghodbundar Road, Thane	MMR	68	Land conveyance completed. Planned as Mixed-use Development.
Murud, Raigad	MMR	1,291	Under study & evaluation stage.
Bhor, Pune	Pune	500*	Planned to be developed as Origins, Pune. Under land aggregation stage to ensure contiguity.
MWC Chennai (Residential Zone)	Chennai	70	To be monetized through residential development / plotted & outright leasing. 19 acres launched as plotted development in June end
MWC Chennai (Outside Boundary Land)	Chennai	69	Planned as land sale.
Gummidipoondi (Origins Chennai Ph 2)	Chennai	237	Under land aggregation stage to ensure contiguity.
Total		2,235	



## FINANCIAL - HIGHLIGHTS

(Rs. cr, unless specified)

CONSOLIDATED RESULTS	Q1 FY24	Q4 FY23	Q1 FY23
Income from Operations	98.0	255.4	94.6
Other Income	12.0	14.9	22.8
Total Income	110.1	270.3	117.3
Profit/ (Loss) Before Tax & Share in Net Profit / (Loss) of Associates	(38.3)	(18.9)	20.4
Share in Net Profit / (Loss) of Associates	24.7	22.9	62.8
Profit Before Tax	(13.6)	3.9	83.3
Net Profit / (Loss) for the period	(4.3)	0.5	75.7
Net Profit / (Loss) after Non-Controlling Interest	(4.3)	0.5	75.4

CONSOLIDATED RESULTS	FY23	FY22	FY21
Total Income	659.6	408.2	187.8
EBIDTA*	61.0	15.5	(59.8)
Net Profit / (Loss) after Non-Controlling Interest	101.4	154.8	(71.7)
Net Worth (excluding Non-Controlling Interest)	1,805.8	1,788.5	1,631.1
Net Debt to Equity Ratio	(0.00)	0.03	0.07
Cost of Debt	8.2%	6.5%	7.1%

## FINANCIALS - CONSOLIDATED PROFIT & LOSS

PROFIT & LOSS STATEMENT	Q1 FY24	Q4 FY23	Q1 FY23	FY23
Income from Operations	98.0	255.4	94.6	606.6
Other Income	12.0	14.9	22.8	53.0
Total Revenues	110.1	270.3	117.3	659.6
Operating Expenses Employee Remuneration & Benefits Finance Costs Depreciation & Amortisation Administration & Other Expenses Total Expenditure	96.5 21.4 4.2 3.0 23.3	211.4 18.3 3.4 3.1 53.0 <b>289.2</b>	82.8 21.3 1.8 2.4 22.5	513.8 79.2 10.9 12.2 123.8 <b>739.8</b>
Exceptional Items Profit from Ordinary Activities before Tax & Share in Net Profit / (Loss) of Associates	0.0 (38.3)	0.0 (18.9)	33.8 20.4	67.8 (12.5)
Share in Net Profit / (Loss) of Associates  Profit from Ordinary Activities before Tax	24.7 <b>(13.6)</b>	22.9 <b>3.9</b>	62.8 <b>83.3</b>	118.1 <b>105.7</b>
Less: Provision for Current Taxation Less: Provision for Deferred Taxation  Net Profit / (Loss) for the period	0.8 (10.2) <b>(4.3)</b>	0.8 2.6 <b>0.5</b>	0.9 6.7 <b>75.7</b>	3.5 (0.7) <b>102.8</b>
Less: Minority Interest  Net Profit / (Loss) after Taxes and Minority Interest	0.0 <b>(4.3)</b>	0.0 <b>0.5</b>	0.3 <b>75.4</b>	1.4 <b>101.4</b>

## FINANCIALS - CONSOLIDATED BALANCE SHEET

154.9 1,649.1 <b>1,804.1</b>	154.7 1,651.1
,	1,651.1
1,804.1	
	1,805.8
0.2	0.2
_	7.7
3.5	-
1.8	1.8
4.9	4.6
-	-
-	-
10.3	14.2
269.8	257.4
3.0	3.0
183.6	191.8
329.8	331.9
1,023.7	980.1
11.3	11.5
15.2	14.9
1,836.4	1,790.7
-	-
3,650.9	3,610.7
	0.2  - 3.5 1.8 4.9 - 10.3  269.8 3.0 183.6 329.8 1,023.7 11.3 15.2 1,836.4

ASSETS	O1 FV24	FY23
Property, Plant and Equipment	<b>Q1 FY24</b> 12.7	13.8
Right of Use Assets	6.4	2.8
· ·	· · ·	
Capital Work-In-Progress	6.3	5.1
Investment Property	19.2	19.4
Goodwill and Other Intangible Assets	0.5	0.5
Financial Assets (i) Investments	721.0	709.2
(ii) Trade Receivables	721.0	703.2
	0.1	0.1
(iii) Loans	0.1	0.1
(iv) Other Financial Assets	14.4	14.4
Deferred Tax Assets (Net)	69.4	59.2
Other Non-Current Tax Assets	61.7	67.9
Non Current Assets	911.8	892.5
Inventories Financial Assets	2,142.5	2,097.6
(i) Investments	193.9	196.2
(ii) Trade Receivables	92.0	129.1
(iii) Cash and Cash Equivalents	76.9	49.5
(iv) Bank Balances other than (iii) above	32.2	27.9
(v) Loans	9.5	17.6
(vi) Other Financial Assets	14.8	15.2
Current Tax Assets (Net)	0.0	-
Other Current Assets	177.3	185.3
Current Assets	2,739.1	2,718.3
TOTAL	3,650.9	3,610.7

## FINANCIALS - SEGMENT PERFORMANCE

(Rs. cr, unless specified)

	i i		
SEGMENT RESULTS	Residential	IC&IC	
CLOWLINI RECOLIO	Q1 FY24	Q1 FY24	
Area Sold (msft) / Land Leased (acres)	0.42	2.89	
Sales / Lease Income	345	12	
Income from Operation	106	32	
Other Income	14	1	
Total Income	120	33	
Cost of Sales	50	10	
Gross Margins (%)	53%	70%	
Less other Operating Expenses	48	8	
EBIDTA (excluding Other Income)	8	15	
Less Interest and Depreciation	9	14	
Add Exception Item - Gain / (Loss)	0	0	
Less Provision for Tax	-2	1	
PAT (after Non-Controlling Interest)	-6	1	
PAT Margin (%)	-5%	4%	
Net worth \$	1,437	892	
Net Debt #	-36	248	
Net Debt to Equity Ratio	-0.03	0.28	

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. All figures above are in Rs. cr, unless specified # Debt represents funding from Banks / Fi's / Third Parties. Any contribution made by promoters / strategic partners is excluded.

§ Net-worth in each segment has been adjusted by including the contribution made by promoter/ strategic partners.

## MLDL LEADERSHIP | DIRECTORS



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.



**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. Amit Kumar Sinha
Managing Director & Chief Executive
Officer

- Dual MBA (Finance and Strategy) from The Wharton School, University of Pennsylvania.
- BE (Electrical and Electronics) from the Birla Institute of Technology, Ranchi
- Former President, Group Strategy Office, Mahindra and Mahindra
- · Former Senior Partner and Director with Bain & Company



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. Anuj Puri Non-Executive, Independent Director

- Chartered Accountant and Fellow of the Royal Institution of Chartered Surveyors,
- Chairman and Founder of ANAROCK.
- 'Awarded as 'Most Promising Business Leaders of Asia 2018-19' by Economic Times, 'Scroll of Honour' by Realty Plus Magazine and India Business Group Excellence Award 2019



Ms. Asha Kharga
Non-Executive,
Non-Independent Director

- MBA in Marketing from Mumbai University
- Chief Customer & Brand Officer, M&M Ltd
- Recognized 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 & BE- Electronics and Communication
- · Chief Information Officer, M&M Ltd
- Won Top Women in Grocery award in 2020 and CIO Powerlist award in 2022

## MLDL LEADERSHIP | MANAGEMENT



Ameet Hariani
Non-Executive Chairman



**Amit Kumar Sinha** 

Managing Director & Chief Executive Officer



Ashvin lyengar
Chief Business
Development &
Liasioning Officer



**Jitesh Donga** Chief of Design



**Krity Sharma**Chief People
Officer



**Parveen Mahtani** Chief Legal Officer



Rajaram Pai
Chief Business
Officer - Industrial



**Sudharshan KR**Chief Project
Officer



Vimal Agarwal
Chief Financial
Officer



Vimalendra Singh
Chief Sales &
Service Officer



Viral Oza
Chief Marketing
Officer

## Thank You

#### **Investor Relations Contact**

Mr. Rabindra Basu

Head Investor Relations

Email: 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. Future Phases: 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 Company/joint ventures 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	35
		35