

GROUP INVESTOR
MEET '24
Mahindra Lifespaces



Mahindra Lifespaces

14th June 2024

OUR JOURNEY

OUR STRATEGY

OUR TEAM



About Mahindra Lifespaces

Industrial Developer since 1994 (2 World Cities, 3 Industrial parks)

Industrial: Strategic partnerships with TIIDCO, RIICO, IFC, Sumitomo

Industrial: 240+ clients from 15+ countries

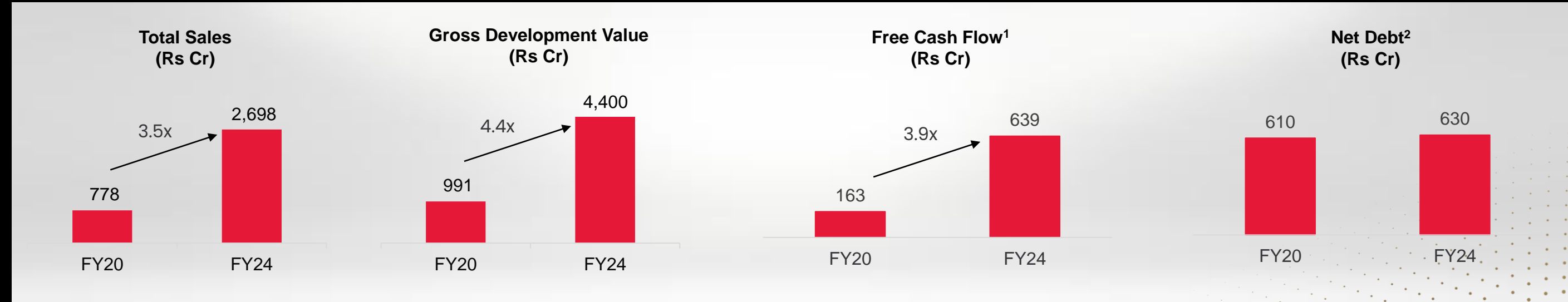


Resi: 50 projects since 1996 (37.3 million sqft); 18K satisfied customers

Resi: Strategic partnerships with Actis and HDFC Capital

Resi: CDP A rating; Industry-first 3 Net zero projects

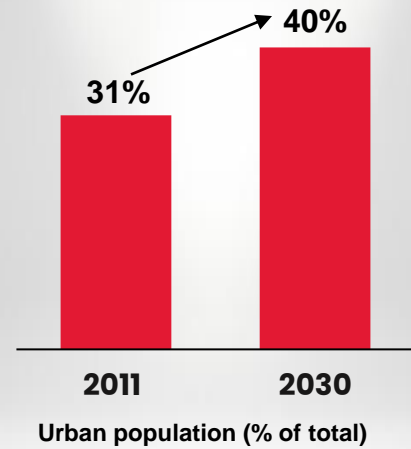
Our Journey So Far...



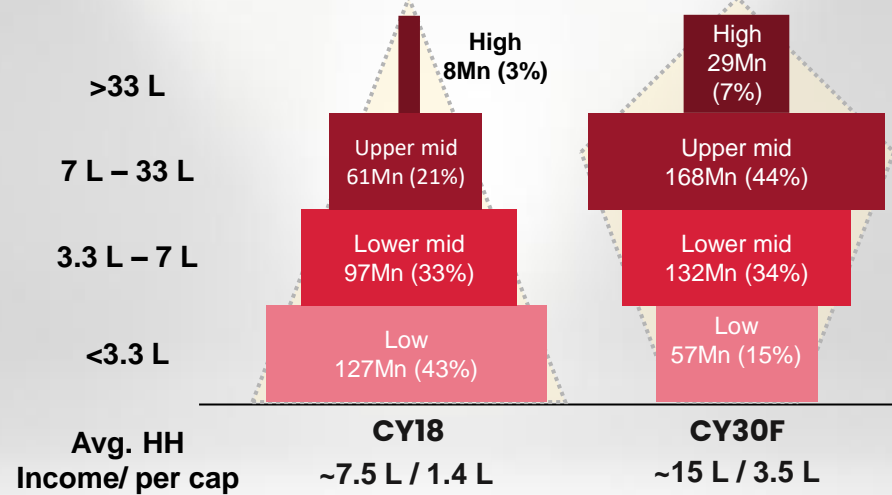
¹ Free Cash flow excluding cash outflow towards land acquisitions.
² Net Debt (consolidated) across all entities (Resi and IC)

Structural long-term drivers fueling Real Estate in India

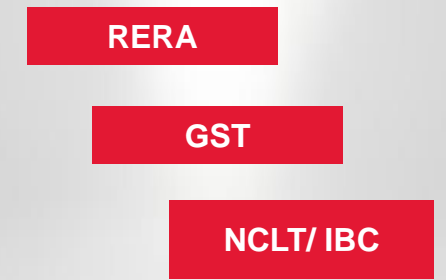
INCREASING URBANIZATION...



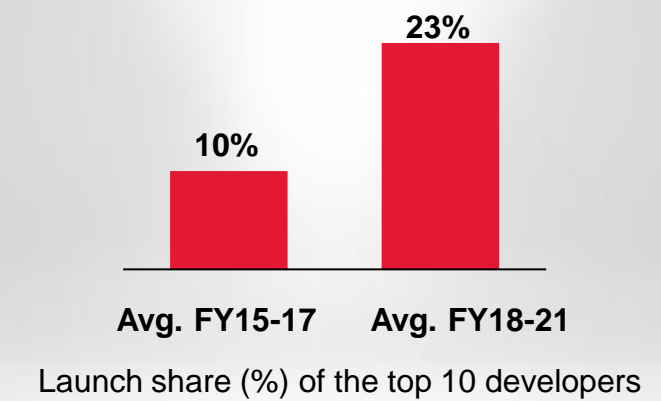
...HH INCOME...



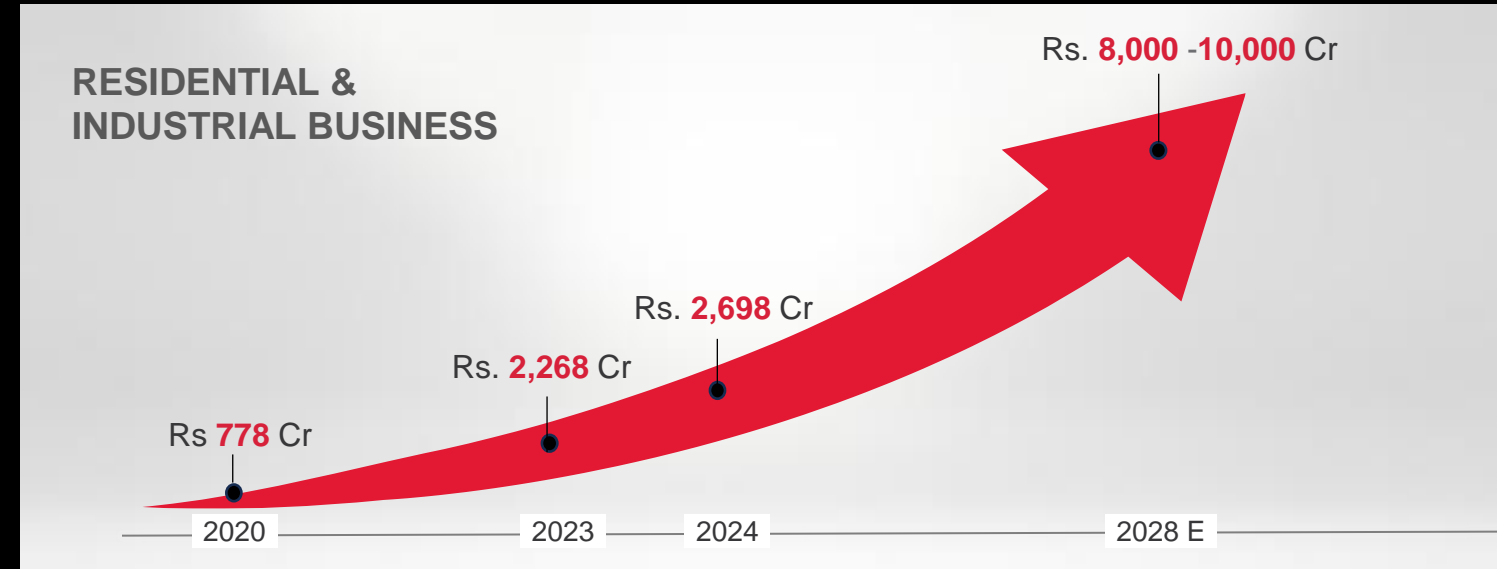
...& REGULATORY REFORMS...



...HAVE LED TO "FLIGHT TO QUALITY"



Our growth aspiration: Rs 8-10K Cr (\$1-1.2bn)



KEY PRIORITIES

Rs 45000 Cr (~\$5.4bn) of cumulative GDV	RESIDENTIAL "WOW" customer experience	Planned funding of Rs 7000 Cr (\$800mm); 50% internal
Accelerated leasing (Rs 400-500 Cr p.a.)	IC & IC Monetization of Ahmedabad & Pune	BTS scale-up

We have a strong right to win

RAZOR SHARP FOCUS ON PORTFOLIO

- Depth in 3 core markets
- Premium/mid-premium segments (Sunset Affordable)

ROBUST BIZ DEVELOPMENT ENGINE

- Systematic growth with large deals
- Strong BD & approvals engine

SUPERIOR CUSTOMER EXPERIENCE

- Strong brand promise
- Superior designs (sustainability-led), highest PSI

PROJECT EXECUTION EXCELLENCE

- “First time right” approach to quality
- On-time delivery with in-house CM capability

IC&IC MAXIMIZATION

- Govt. and Group relationships to monetize IC assets

ROBUST FINANCIAL DISCIPLINE

- Rigorous IRR tracking
- Prudent capital allocation

Significant Momentum in our business in the last 12 months

APR '24

**Rs 350 Cr in 2 days
(Mahindra Zen)**

**70%+ Inventory
Sold In 2 Days
in Bangalore**

MAR '24

**Looking to build
Rs 45K Cr pipeline**

THE ECONOMIC TIMES

TO FOCUS ON JOINT DEVELOPMENTS IN MUMBAI, PUNE, BENGALURU

**Mahindra Lifespaces Looking
to Build ₹45k-cr Biz Pipeline**

Realty firm targets a 5-fold increase in pre-sales in next 5 years, says top exec

Kailash.Babar@timesgroup.com
Mumbai: Mahindra Lifespace Developers, the real estate and infrastructure development firm.

Strong Foundation

- Joint developments
- Housing society redevelopments
- Acquisition of land parcels on an outright basis

and investment as needed as a shareholder to support our growth plans," Sinha said, adding that the company has its own resources to generate about 50% of the required capital of ₹7,500 crore. In addition, the developer may consider inducting a financial partner either at a platform or project level and is also open to raising debt given its low debt-equity ratio. "We are also very conservative on our debt-equity ratio. We are

MAR '24

**Acquired land
(Rs 1800 Cr GDV)**

FINANCIAL EXPRESS

Read to Lead

**Mahindra Lifespace Developers
acquires 9.4 acres land parcel in
Bangaluru's Whitefield**

Amit Kumar Sinha, Managing Director & CEO, Mahindra Lifespace Developers Ltd, said, "This aligns with our strategy to deepen our presence in India's thriving urban centers particularly within our focus markets."

Mahindra Lifespace Developers Limited (MLDL), the real estate and infrastructure development arm of the Mahindra Group, on Tuesday announced that it has acquired 9.4 acres of land in Whitefield, Bengaluru. The

FEB '24

**Rs 800 Cr in 3 days
(Mahindra Vista)**

Business Standard

Home / Markets / Capital Market News / Mahindra Life sells over Rs 800 cr worth of inventory at Mahindra Vista

Mahindra Life sells over Rs 800 cr worth inventory at Mahindra Vista

Mahindra Lifespace Developers announced the successful sales of India's first Net Zero Waste + Energy residential project, Mahindra Vista, located in Kandivali East, Mumbai. Following its recent launch, the project has sold over Rs 800 crore worth of inventory within three days. Against the backdrop of rising environmental concerns, Mahindra Lifespaces' innovative approach has resonated strongly with homebuyers, reaffirming the company's position as a leader in sustainable real estate development. Mahindra Lifespaces recently launched a Carbon Calculator, which has also sparked meaningful conversations around individual carbon

OCT '23

**Land Acquisition in Pune
(Rs 1400 Cr GDV)**

**Unprecedented
"Land to
Launch" within
6 months**

JUN '23

**Forayed into first
plotted development**

**100% sold out
within
6 months of
launch**

Exciting Launches planned over the next 12 months

Mahindra Vista Ph 2



Kandivali, Mumbai

Codename: Navy



Malad, Mumbai

Codename: WestEra



Santacruz, Mumbai

Mahindra Codename Crown Ph2



Kharadi Annex, Pune

Mahindra Citadel Ph3



Pimpri, Pune

Codename: B9 Hope



Whitefield, Bengaluru

Green Estates (Plotted)



Mahindra World City Chennai

Project Pink (Plotted)



Mahindra World City Jaipur

Strong Leadership Team driving Execution

Strong second-in-line team in Place



Amit Kumar Sinha,
MD & CEO

- Strategy consulting, Industrial, Financial Services and Technology
- Times top-100 Climate leader



Vimalendra Singh, Chief Business Officer – Residential Banking & Real estate



Viral Oza, Chief Marketing Officer Consumer, Media and Real estate



Parveen Mahtani, Chief Legal Officer
“Top 25 General Counsels in India” in 2018 by ICCA London



Sudharshan KR, Chief Project Officer
Led 38 msft of resi & commercial development



Jitesh Donga, Chief of Design
Real estate (more than 100 projects)



Avinash Bapat, CFO
Renewables and Auto



Tanmoy Roy, Chief People Officer
Auto, Industrial and Real Estate

Strong second-in-line team | 48 direct reports (to sr. mgmt.) • Average experience of 15-25 years

Thank You

Mahindra LIFESPACES
Vista, Mumbai

