### mahindra LIFESPACES Mahindra IvyLush, Pune

# **Investor Presentation** Q3 FY2025

MahaRERA:P52100055161, P52100055162, P52100078592

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### mahindra LIFESPACES

Nestalgia, Pune

# **MLDL Overview**

RERA Reg No: P52100045784, P52100048473

Artistic Impression

# THE MAHINDRA GROUP









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



World's largest tractor company by volume



Amongst India's leading IT service providers



India's leading vehicle financing NBFC, AUM of ~Rs 1.1 Lac Cr



Pioneering IC&IC business and residential developments



Number 1 timeshare company outside of the USA

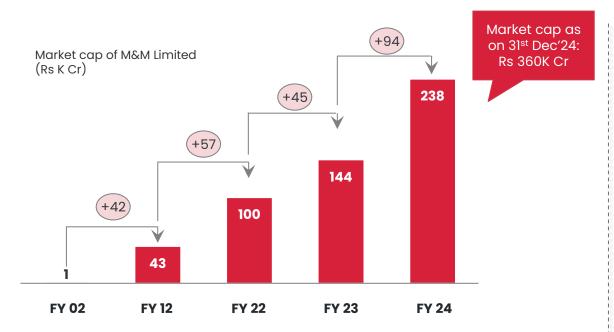


Amongst India's largest 3<sup>rd</sup> party logistics service providers



Multiple other businesses including Renewables, Steel Processing, Technology, Aerospace and Defence, Used Car Marketplace

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





Mahindra Lifespaces is identified as a **Growth Gem** by Mahindra Group



Mahindra Group **fully committed** to support MLDL's growth aspirations



MLDL planning to scale its business 5X (Rs 8-10K Cr) over the next 5 years



### **Residential Business**

**50+ projects** since 1996 (39.44 msft); 19k+ satisfied customers

**Strategic partnerships** with Actis and HDFC Capital

**CDP A rating;** Industry-first 3 Net zero projects

### **IC&IC Business**

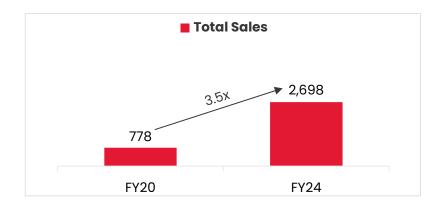
**2 World Cities, 3 Industrial parks;** Industrial Developer since 1994

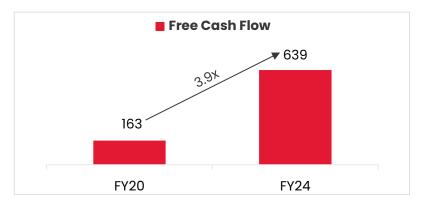
**Strategic partnerships** with TIIDCO, RIICO, IFC and Sumitomo

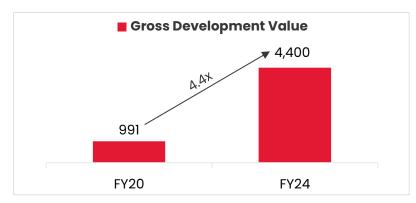
254 clients from 15+ countries

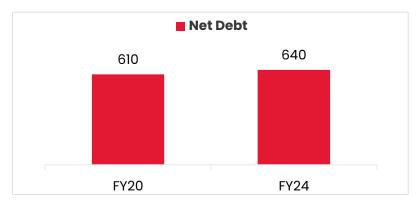
# **OUR JOURNEY SO FAR**

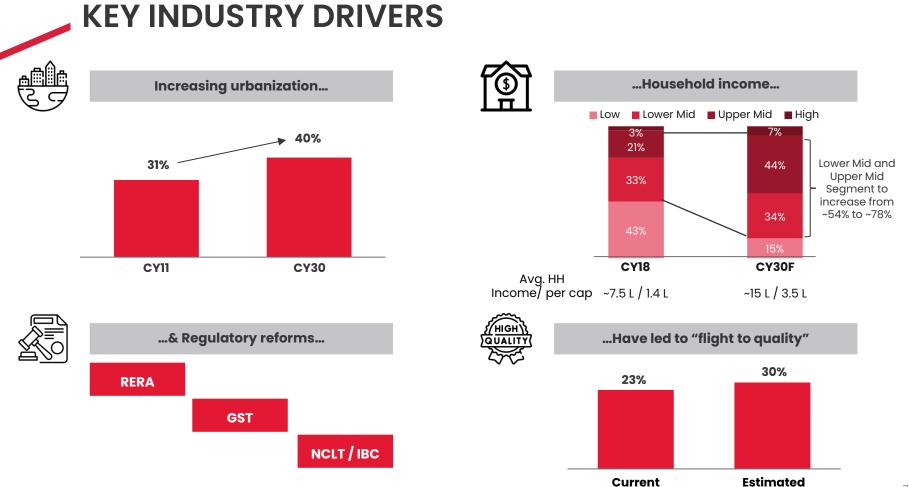
All figures are in Rs Cr











Source: Industry research, 1. High - >33L, Upper Mid - 7L - 33L, Lower Mid - 3.3L - 7L and Low - <3.3L

# **STOCK PERFORMANCE AND DRIVERS**

Stock generated 40% CAGR over the past 4 years



Shareholding Pattern (%) Mahindra Group 19.6% MFs 0.0% 51.2% FIIs 19.2% Others

### **Key Drivers**



Scale-up in business development and pre-sales



**Unique IC&IC business** 

<b>(§</b> )
( U

Strong operating cash flows



Strong capabilities across value chain

**Best-in-class talent** 

### **Key Institutional Investors**

### **Top MFs**

Kotak Mahindra AMC SBI Funds Management **HSBC** Holdings **ICICI Prudential AMC** 

**Bandhan AMC** 

### **Top Fils**

Vanguard Group Goldman Sachs **Dimensional Holdings** Blackrock **Robeco** Capital

# ACCOLADES

We have been recognized in many areas i.e., Home-Buying Experience, and Technology-led Campaigns

### **Construction Excellence**



Real estate Company of the year - West

## 

Carbon Disclosure Project 2022, 2023 & 2024 – 3 years in a row IGBC Green Townships Rating:

Sustainability



Green Townships Rating: 'Platinum'– MWC Chennai De Green Homes Rating: Exc ' 'Platinum' – Antheia, ' 'Gold' – Windchimes and Vivante

Decarbonization Excellence Awards 2024 - ISHRAE

### **Brand Disruption**

### Technology Excellence

For India's 1st home-buying experience on the Metaverse launched via a Scannable QR Code



The Drum Awards Marketing APAC



ET BRAND EQUITY.com





ET Brand Equity – Brand Disruption Award BW Merit Award – Use of events

Note: IPRCCA - The India PR & Corporate Communications Awards

# MLDL HAS A STRONG RIGHT TO WIN

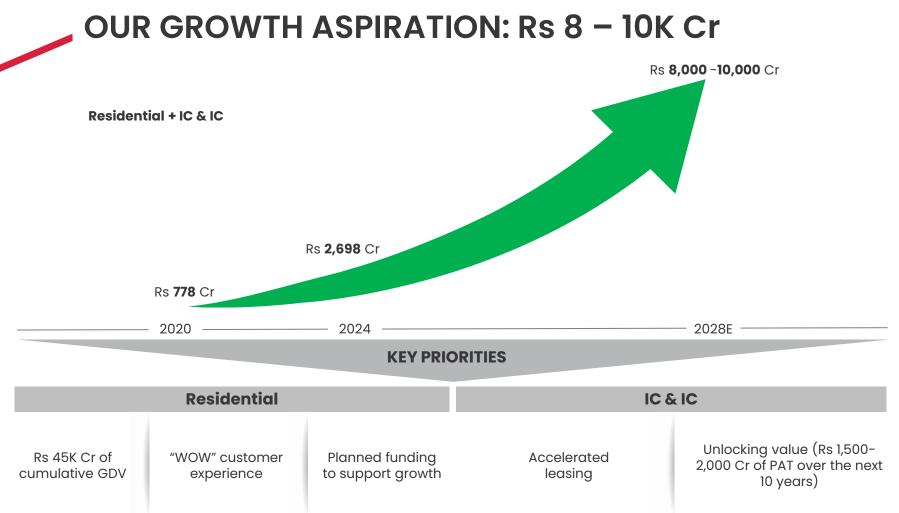
Bold ambition Drive profitable growth to 8K - 10K Cr sales (GDV addition of Rs 45K Cr)							
Well-engineered portfolio choices           Depth in 3 core markets (MMR, Pune, Bengaluru)           Focus on Premium / mid-premium segments           Exit affordable segment	2 Robust BD engine Systematic BD process, supersized deals Strong approvals engine Strict adherence to financial guardrails						
3 <u>Superior customer experience</u> Superior designs (highest PSI) Sustainability-led themes Customer centric innovation (usable space, large decks)	4 Project execution excellence "First time right" approach to quality On-time delivery Standardization in design and specs						
5 IC&IC value maximization PLI, local manufacturing and China+1 themes Monetization of IC&IC assets Selective EN (Existing location, New land) investments	6 Rigorous IRR tracking Prudent capital allocation Strategic funding to support growth						
Future proof Mlife							

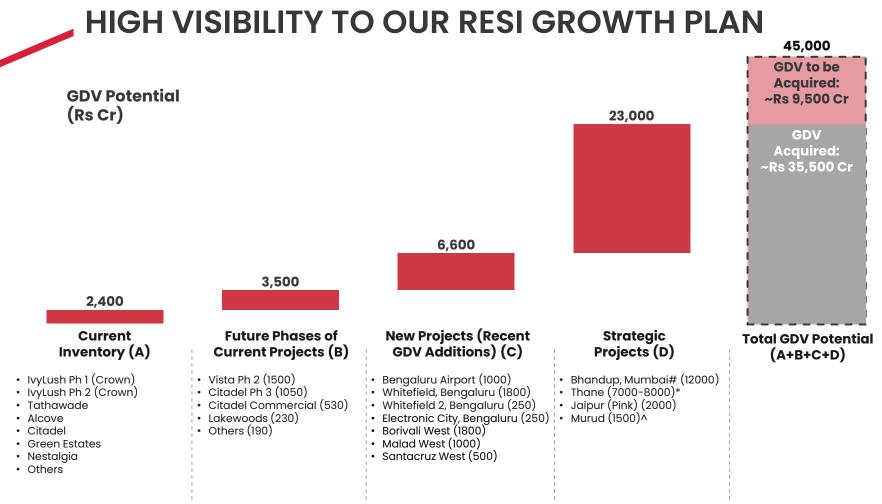
High quality talent model

High performance culture

New technologies

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#JDA - Under JDA; \* Thane land: 68 acres; ^ Murud land: 1291 acres

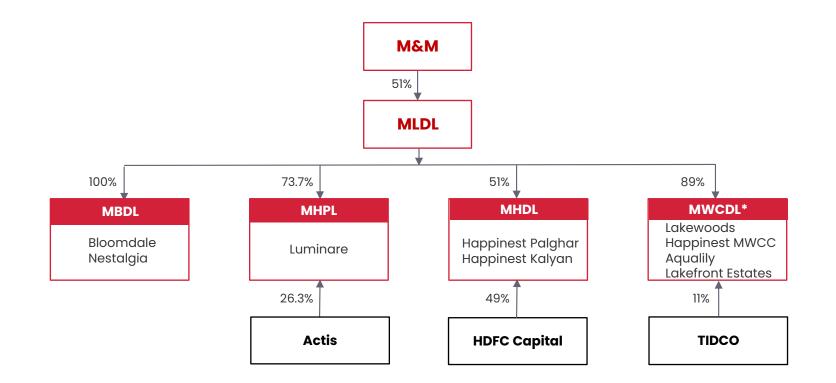
Mahindra Citadel, Pune

# **MLDL Residential**

RERA Reg No: P52100053012, P52100053150

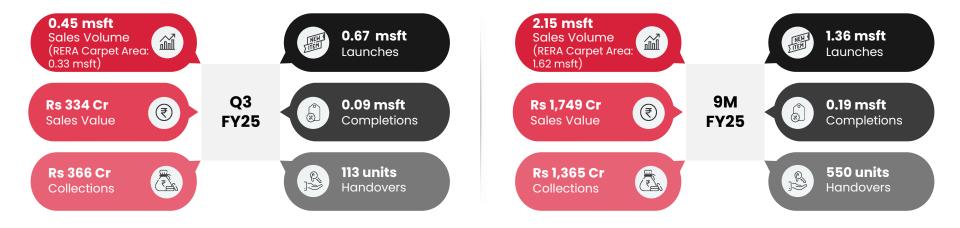
Artist's Impression

# **RESIDENTIAL – STRUCTURE OVERVIEW**



Note: Includes assets owning SPVs only. Shareholding % ages are rounded to nearest % age and is based on common equity capital in SPVs, \* MITL and MRDL merged into MWCDL on 30th Dec 2022

# RESIDENTIAL – Q3 & 9M FY25 OPERATIONAL HIGHLIGHTS

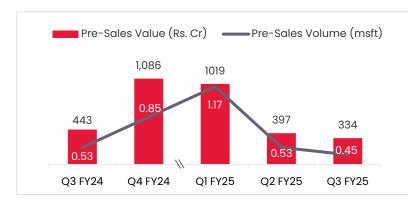


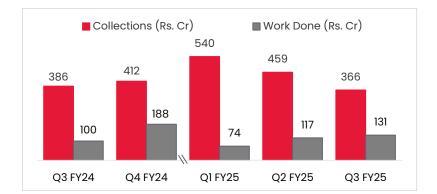
Note: All figures correspond to MLDL and associates, including JD partner share & commercial units that are part of residential development wherever applicable.

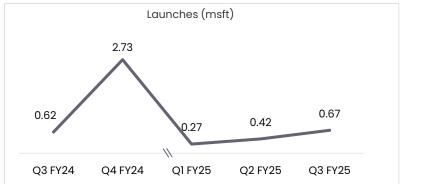
# GDV Additions of Rs 15,000 Cr so far this year

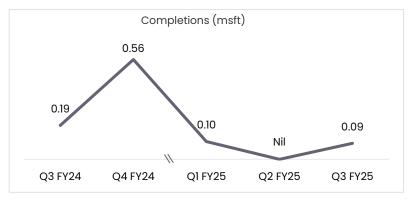
Location	Borivali West, Mumbai	Electronic City, Bengaluru	Bhandup, Mumbai	Near Airport, Bengaluru
Acreage	3.7	2.4	36.9	8.2
Date of Acquisition	Jul'24	Jul'24	Nov'24	Jan'25
GDV (Rs Cr)	~1,800	250	~12000	1,000
Salient Features	<ul> <li>Borivali West is well-connected upscale locality</li> <li>Our third such society redevelopment project in Mumbai</li> </ul>	<ul> <li>Located adjacent to our existing project 'Mahindra Zen'</li> <li>Deepens our presence in the micro market</li> </ul>	<ul> <li>Strategically located offering excellent connectivity to central business districts</li> <li>Planned to be launched in multiple phases</li> </ul>	<ul> <li>Strategically located with proximity to International airport, IT hubs, commercial offices</li> </ul>

# **RESIDENTIAL – QUARTERLY TREND**





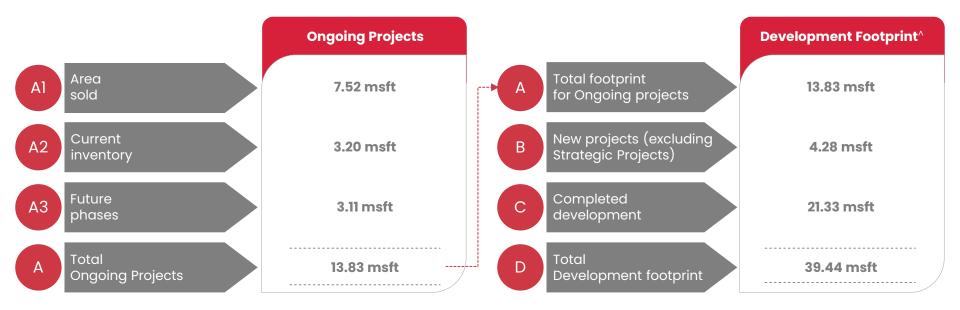




Note: All figures correspond to MLDL and associates, including JD partner share & commercial units that are part of residential development wherever applicable.

# **RESIDENTIAL - SCALE OF OPERATIONS**

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



Note: Potential development is subject to change in area statement; Above figures are based on saleable area (msft) ^Area for Strategic projects of Bhandup, Thane, Jaipur and Murud not included in the Total development footprint

# RESIDENTIAL – PORTFOLIO SUMMARY (1/2)

Ongoing Projects

Project Name	Area Sold (msft) (A)	Sales Value (Rs Cr)	Current Inventory (msft) (B)	Inventory Value (Rs Cr)	Project Completion (%)	Future Phases of Ongoing Projects (msft) (B)	Value of Future Phases (Rs Cr)	Total Development (msft) (A+B+C)
Vista	0.74	1098	0.05	70	43%	0.89	1500	1.69
Alcove #	0.29	415	0.10	30	50%	-	-	0.39
Meridian	0.15	32	0.08	30	88%	-	-	0.23
Happinest Palghar 2	0.21	76	0.15	60	50%	-	-	0.36
Happinest Kalyan 1	0.47	268	0.03	20	91%	-	-	0.50
Happinest Kalyan 2	0.49	260	0.59	330	35%	0.12	80	1.21
Nestalgia	0.39	312	0.14	130	49%	-	-	0.53
lvyLush	0.51	398	1.01	1000	22%	-	-	1.52
Citadel	0.83	669	0.35	325	19%	1.42	1580	2.60
Happinest Tathawade	0.98	660	0.22	200	53%	-	-	1.20
Luminare#	0.44	691	-	-	77%	-	-	0.44
Eden	0.80	625	-	-	56%	-	-	0.80
Zen	0.47	482	0.01	20	29%	-	-	0.48
Lakewoods	0.09	46	0.10	50	58%	0.43	230	0.62
Green Estates	0.29	107	0.31	105	55%	0.13	50	0.73
Lakefront Estates	-	-	-	-	-	0.05	20	0.05
Aqualily 2D	-	-	-	-	-	0.07	40	0.07
Happinest MWCC	0.36	155	0.05	30	65%	-	-	0.41
Ongoing Projects (A)	7.52	6293	3.20	2400	44%	3.11	3500	13.83

Note: Above figures are based on saleable area (msft), unless specified & includes JD partner's share wherever applicable. | #Project under Joint Development (JD). Future

# RESIDENTIAL – PORTFOLIO SUMMARY (2/2)

New Projects & Strategic Projects

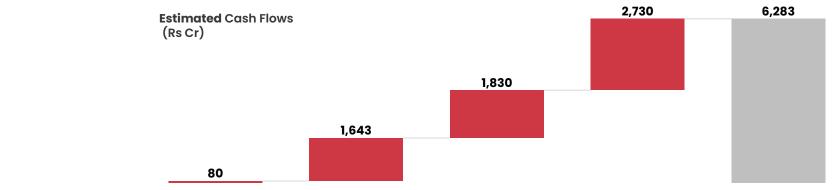
Segments	Project Name	Future Development (msft)	Estimated GDV potential (Rs Cr)
	Near Bengaluru Airport	0.95	1000
	Whitefield, Bengaluru	1.36	1800
New Projects (Recent GDV Additions)	Whitefield 2, Bengaluru	0.22	250
	Electronic City, Bengaluru	0.24	250
	Borivali W	0.92	1800
	Malad W		1000
	Santacruz W	0.15	500
	Total New Projects (B)	4.28	6600

	Bhandup#		12000
	Thane		7000-8000
Strategic Projects	Jaipur (Pink)		2000
	Murud		1500
		23000	
Total Area sold + Inventory + Future Phases + New projects + Strategic projects (A+B+C)		18.11^	35500
	Completed development (D)	21.33	
То	tal development footprint (A+B+C+D)	39.44	

Note: Above figures are based on saleable area (msft), unless specified & includes JD partner's share wherever applicable. | #Project under Joint Development (JD). Future 20 development is subject to change; ^ Area for Strategic projects of Bhandup, Thane, Jaipur and Murud not included in the Total development footprint

# **RESIDENTIAL - SUSTAINABLE FUTURE CASH FLOWS**

Strategic projects (Bhandup, Thane, Pink and Murud) referred in slide 12 are not included in the Cash flow estimates



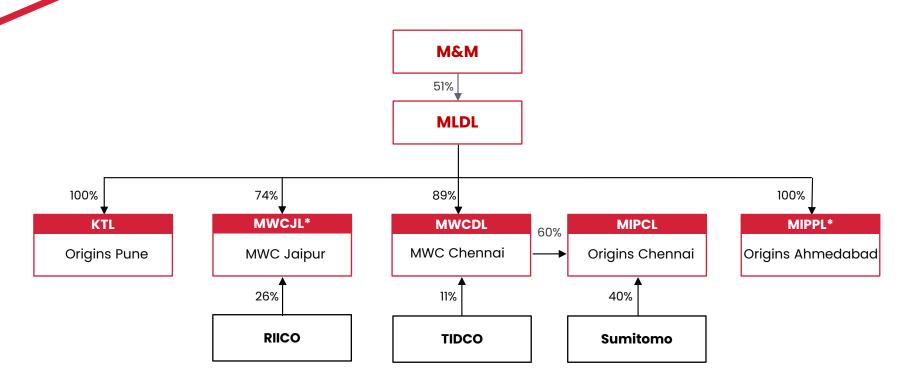
	Ready to move Inventory	Ongoing Projects (incl. Current Inventory)	Future Phases of Current Projects	New Projects (Recent GDV Additions)	Estimated Cashflow
Sold Units / Estimated Sales^	80	8,693 (6293 + 2400)	3,500	6,600	18,873
(-) Amount already collected	-	(3,200)	-	-	(3,200)
(-) Estimated Construction Cost#	-	(3,850)	(1,670)	(3,870)	(9,390)
Net amount to be collected	80	1,643	1,830	2,730	6,283

Note: \* Does not include cash flow potential of "Land Bank", ^ Estimated sales value is based on management estimates, # Construction costs are based on management estimates and includes unspent land/FSI related costs



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# IC & IC - STRUCTURE OVERVIEW



Note: Overview includes assets owning SPVs only. Shareholding %ages are rounded to nearest %age and based on common equity capital in SPVs. \* IFC is a strategic partner in MWCJL & MIPPL.

# **IC&IC BUSINESS SUMMARY**

IC&IC Locations	Gross area (acres) (A)	Net Leasable area (acres) (B)	Net Leased area (acres) (C)	Available for lease net (acres) (D = B-C)
MWC Jaipur	2,946	1,917	1,100	817
MWC Chennai	1,594	1,216	1,091	125*
Origins Chennai 1	307	229	161	68
Origins Chennai 2	240	163	0	163
Origins Pune**	312	218	0	218
Origins Ahmedabad	338	243	0	243
Total	5,737	3,986	2,352	1,634

### Expected to ~Rs 1,500 - 2,000 Cr of PAT over next 10 years

\* Includes 50 acres of OBL Land

\*\*Origins Pune (Bhor) is forthcoming with gross planned area of ~500 acres; currently in land acquisition stage.

# IC & IC - OPERATIONAL

### Q3 FY2025

12.4 acres leased to 5 customers for Rs 45.7 Cr:

- MWC Jaipur: Leased 7.9 acres to 3 customers for Rs 31.0 Cr
- Origins Chennai: Leased 4.5 acres to 2 customers for Rs 14.7 Cr

### 9M FY2025

47.3 acres leased to 18 customers for Rs 208.9 Cr:

- MWC Jaipur: Leased 37.2 acres to 15 customers for Rs 143.4 Cr
- MWC Chennai: Leased 5.6 acres to 1 customer for Rs 25.7 Cr and Other operating income of Rs 25.1 Cr
- Origins Chennai: Leased 4.5 acres to 2 customers for Rs 14.7 Cr

### Nov'24: Continuing partnership with Sumitomo Corporation

225 Cr investment by MLDL and Sumitomo for the expansion of Phase 2 at Origins Chennai

# **IC & IC - SCALE OF OPERATIONS**

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

### **Integrated Cities**



### Industrial Clusters

	Origins Chennai	Origins Ahmedabad
Distance to City	35 Km	75 Km
🐨 Partnership	Sumitomo	IFC
Gross Area	307 Acres	340 Acres

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**Business** 

Support

Services



Skilled







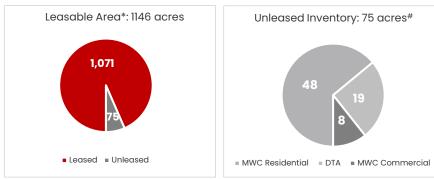
Co-located residential spaces with social Infrastructure

Gross Area

Leasable Area\*

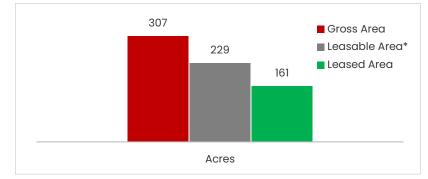
# IC & IC – LEASED AREA

### MWC, Chennai



### Origins, Chennai

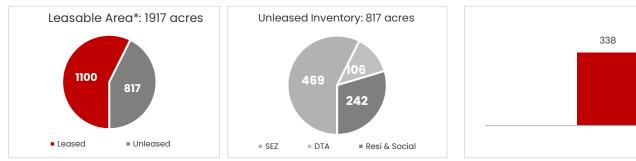
**Origins, Ahmedabad** 



243

Acres

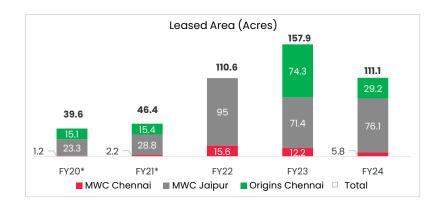
### MWC, Jaipur

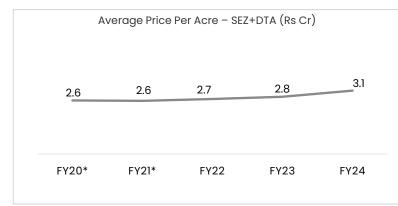


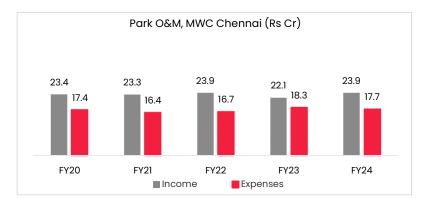
### Note: #OBL of 50 acres not included in the unleased inventory

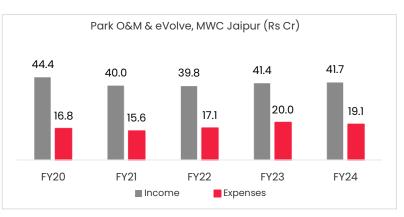
\* Leasable / Saleable area is based on management estimates and includes commercial & residential area wherever applicable.

# IC & IC – KEY METRICS









# IC & IC - MARQUEE CLIENTELE



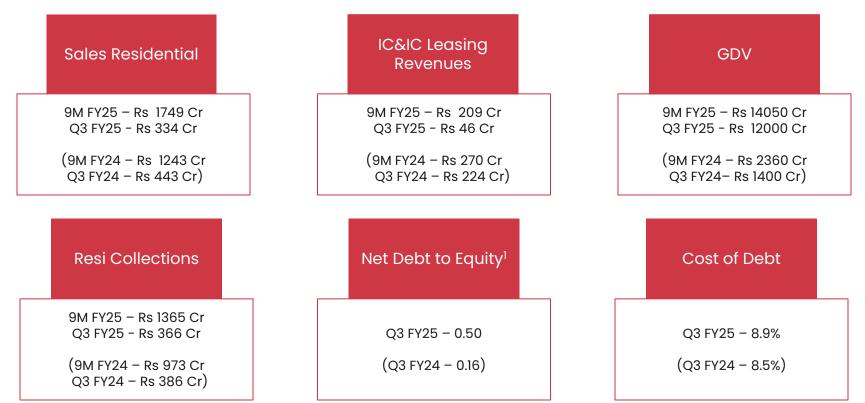
malnindra LIFESPACES Green Estates, Chennai

# **MLDL Financials**

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# FINANCIAL – HIGHLIGHTS

(Rs Cr, unless specified)



Note: 1. Net Debt to Equity Ratio includes debt and cash & cash equivalents of all entities on a fully consolidated basis.

(Rs Cr unless specified)

# FINANCIALS – CONSOLIDATED PROFIT & LOSS A/C

				Cr, unless specified,
PROFIT & LOSS STATEMENT	9M FY25	9M FY24	Q3 FY25	Q3 FY24
Income from Operations	363	198	167	82
Other Income	45	27	19	7
Total Revenues	408	225	186	89
Operating Expenses	318	179	142	72
Employee Remuneration & Benefits	85	66	28	24
Finance Costs	17	5	4	0
Depreciation & Amortisation	12	10	4	4
Administration & Other Expenses	75	70	23	25
Total Expenditure	507	330	201	125
Exceptional Items	-	-	-	-
Profit from Ordinary Activities before Tax & Share in Net Profit / Loss of Associates	-99	-105	-15	-36
Share in Net Profit / (Loss) of JV/Associates	83	101	10	75
Profit from Ordinary Activities before Tax	-16	-4	-5	39
Less : Provision for Current Taxation	2	3	1	1
Less : Provision for Deferred Taxation	6	-34	17	-12
Net Profit for the period	-24	27	-23	50
Less: Minority Interest	0	0	0	0
Net Profit / (Loss) after Taxes and Minority Interest	-24	27	-23	50

Note: As per IND AS Financials

# **FINANCIALS - CONSOLIDATED BALANCE SHEET**

(Rs Cr, unless specified)

EQUITY & LIABILITIES	31 <sup>st</sup> Dec 24 3	31 <sup>st</sup> Mar 24	ASSETS	31 <sup>st</sup> Dec 24 3	1 <sup>st</sup> Mar 2
Equity Share Capital	155	155	Property, Plant and Equipment	14	20
Other Equity	1,655	1,718	Right of Use Assets	6	2
Net Worth	1,810	1,873	Capital Work-In-Progress	9	Ę
Non-Controlling Interest	0	0	Investment Property	-	
			Goodwill and Other Intangible Assets	1	
Financial Liabilities			Financial Assets		
(i) Borrowings	943	648	(i) Investments	774	82
(ii) Lease Liabilities	5	3	(ii) Trade Receivables	-	
(iii) Other Financial Liabilities	2	2	(iii) Loans	12	
Provisions	9	6	(iv) Other Financial Assets	216	1
			Deferred Tax Assets (Net)	100	10
			Other Non-Current Tax Assets	92	6
Non-Current Liabilities	958	659	Non-Current Assets	1,224	1,05
Financial Liabilities			Inventories	3,870	3,37
(i) Borrowings	292	225	Financial Assets		
(ii) Lease Liabilities	2	1	(i) Investments	74	8
(iii) Trade Payables	184	195	(ii) Trade Receivables	118	10
(iv) Other Financial Liabilities	253	375	(iii) Cash and Cash Equivalents	165	g
Other Current Liabilities	2,249	1,611	(iv) Bank Balances other than (iii) above	21	1
Provisions	7	9	(v) Loans	39	3
Current Tax Liabilities (Net)	15	15	(vi) Other Financial Assets	18	1
			Other Current Assets	230	16
Current Liabilities	3,001	2,431	Current Assets	4,534	3,88
			Non-current Assets classified as held for sale	11	2
TOTAL	5,770	4,963	TOTAL	5,770	4,96

Note: As per IND AS Financials

# **FINANCIALS - SEGMENT PERFORMANCE**

(Rs Cr, unless specified)

	Reside	ntial	IC & IC		
SEGMENT RESULTS	Q3 FY25	9M FY25	Q3 FY25	9M FY25	
Area Sold (msft) / Land Leased (acres)	0.45 msft	2.15 msft	12.36 acres	47.26 acres	
Sales / Lease Income	334	1749	46	209	
Income from Operations	179	431	65	268	
Other Income	24	72	3	13	
Total Income	203	503	67	280	
Less Cost of Sales	27	225	21	86	
Less Other Operating Expenses	55	111	12	28	
EBIDTA (excluding Other Income)	-1	-38	35	166	
Less Interest and Depreciation	11	38	12	36	
Add Exception Item - Gain / (Loss)	0	0	0	0	
Less Provision for Tax	20	16	8	38	
Less Minority Interest	1	3	4	21	
PAT (after Non-Controlling Interest)	-33	-95	11	71	
Net Debt to Equity Ratio (Full-consol basis)	0.50				

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

mahindra LIFESPACES Mahindra World City, Chennai

# **MLDL Leadership**

Actual Image

# MLDL LEADERSHIP | DIRECTORS



Mr. Ameet Hariani Chairman and Non-Executive, Independent Director

- Holds master's degree in Law from the Mumbai University
- Member of Bombay Incorporated Law Society; Law Society of England & Wales; Law Society of Singapore; Bar Council of Maharashtra; Bombay Bar Association
- Holds Independent, Non-Executive Director positions in other listed and unlisted companies.



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 Itd.
- Former President and Chief Executive Officer of GE Capital India.



- Non-Executive, Independent Director
- Chartered Accountant and Fellow of the Royal Institution of Chartered Surveyors, UK
- 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. 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. Milind Kulkarni Non-Executive,

Non-Independent Director

- Chartered Accountant
- Retired as CFO of Tech Mahindra in the year 2022
- Former CFO of Mastek Ltd
- · Former Group CFO of Venky's Ltd



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

- MBA in Marketing from Mumbai Universitv
- 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.



### 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.

# MLDL LEADERSHIP | MANAGEMENT



**Ameet Hariani** 

Non-Executive Chairman



**Avinash Bapat** Chief Financial Officer



Abhimanyu Mathur Chief Marketing Officer



**Jitesh Donga** Chief of Design



Parveen Mahtani Chief Legal Officer



Sudharshan KR **Chief Project** Officer



**Tanmoy Roy** Chief Human **Resources officer** 



Amit Kumar Sinha

Managing Director & Chief Executive Officer



Vimalendra Singh Chief Business Officer - Residential

# Thank You

### **Investor Relations Contact**

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Vice President – FP&A, Costing & IR

Email: KUMAR.SRIRAM@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

For more details visit: mahindralifespaces.com

### mahindra LIFESPACES

### GLOSSARY

MITL

Mahindra Integrated Township Limited

### Classification of projects is as under: a. Completed: projects where **b. Ongoing:** projects where (i) all c. Future Phases: projects in respect of d. Land inventory: land in which any construction has been title or development rights, or which (i) all title or development rights of the Company/subsidiaries of other interest in the land is held or other interest in the land is held the Company/joint ventures of completed and occupancy certificates have been either directly or indirectly by the either directly or indirectly by the the Company/consolidated granted by the relevant Company/subsidiaries of the Company/subsidiaries of the partnership firms of the Company authorities Company/joint ventures of the Company/joint ventures of the hold interest, but on which there Company/consolidated Company/consolidated partnership is no planned development as on partnership firms of the firms of the Company; (ii) if required, the date hereof Company; (ii) if required, all land applications have been made for for the project has been conversion of use for the land for the converted for the intended use: intended use; (iii) preliminary (iii) the requisite approvals for management development plans are in commencement of construction place; and (iv) architects have been have been obtained identified CDP **Climate Disclosure Project** MLDL Mahindra Lifespace Developers Limited DTA Domestic Tariff Area MMR Mumbai Metropolitan Region Global Real Estate Sustainability Benchmark Mahindra Residential Developers Limited GRESB MRDL GRI **Global Report Initiative** MSFT Million Square Feet IC & IC Integrated Cities & Industrial Clusters Mahindra World City MWC IFC International Finance Corporation MWCDL Mahindra World City Developers Limited Indian Accounting Standards MWCJL Mahindra World City (Jaipur) Limited IND AS M&M Mahindra & Mahindra Limited NCR National Capital Region Rajasthan State Industrial Development & Investment Corporation Ltd. MBDL Mahindra Bloomdale Developers Limited RIICO MHDL Mahindra Happinest Developers Limited SBTi Science Based Target Initiative MHPL Mahindra Homes Private Limited SEZ Special Economic Zone MIPCL TCFD Task Force on Climate related Financial Disclosure Mahindra Industrial Park Chennai Limited MIPPI Mahindra Industrial Park Private Limited TIDCO Tamil Nadu Industrial Development Corporation Ltd.

MLDL

Mahindra Lifespace Developers Limited