

# Investor Presentation

**Q3FY26**

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**MLDL Strategic Update**

# We are executing on a well-defined strategy

## Bold ambition

Drive profitable growth to 8K - 10K Cr sales  
(GDV addition of 47K Cr)

### **1** 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** Superior customer experience

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** Robust financial discipline

Rigorous IRR tracking  
Prudent capital allocation  
Strategic funding to support growth

## Future proof Mlife

High quality talent model

High performance culture

New technologies

# Key highlights

## Resi pre-sales

- Q3 Resi pre-sales: 572 Cr; 9M Resi pre-sales: 1773 Cr
- Successful launches in 9M: NewHaven, Marina64, Citadel T-L, Lakewoods H&I
- Sustenance sales contributed ~60% of 9M sales (Vista, IvyLush, Citadel and Green Estates)
- Successful launch of Mahindra Blossom in Hopefarm, Bengaluru
- Q4 launches: Mahalaxmi and Bhandup (good progress on approvals).

## Execution (GDV, project & other updates)

- Sustained BD momentum (9M GDV additions: 10.6K Cr; Total GDV: ~46.8K Cr)
- Good progress on EC and OCs
- Tier 1 / 1.5 vendors onboarded for critical projects
- Continued employee engagement.

## IC & IC

- Strong leasing activity in Jaipur and Chennai
- Healthy realization in 9M
- Origins 2A approvals received in Dec'25
- Working on bringing other locations to market (OA).

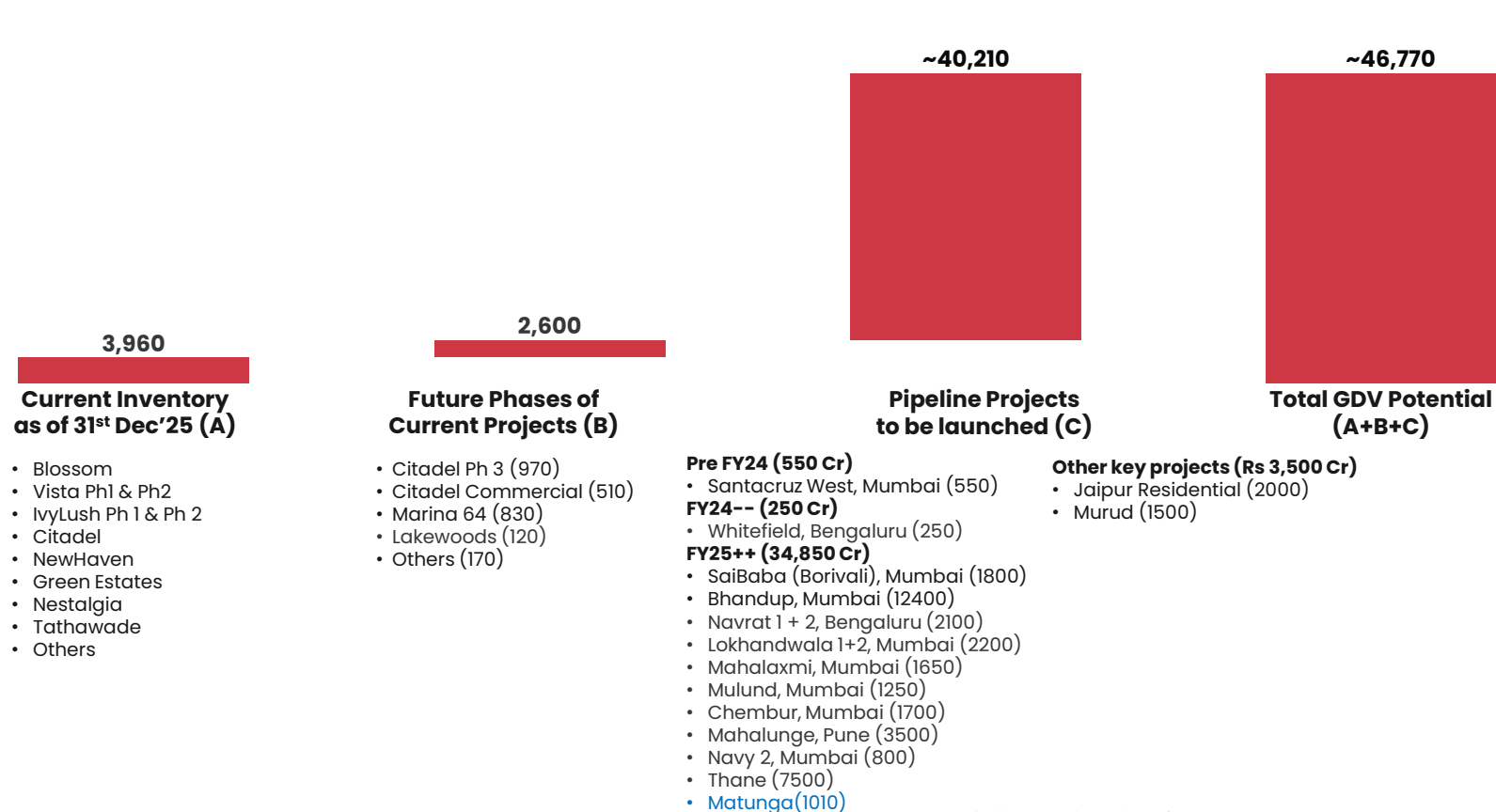
## Financials

- 9M Consolidated Resi / IC Sales of 2125 Cr
- Strong PAT delivery with 9M PAT of 208 Cr (vs. -24 Cr in 9M FY25)
- Strong Resi collections in 9M (1472 Cr, 8% YoY growth)
- Healthy balance sheet with net / debt equity of -0.12 (cost of debt: 6.7%).

# 9M FY26 GDV additions of 10.6K Cr

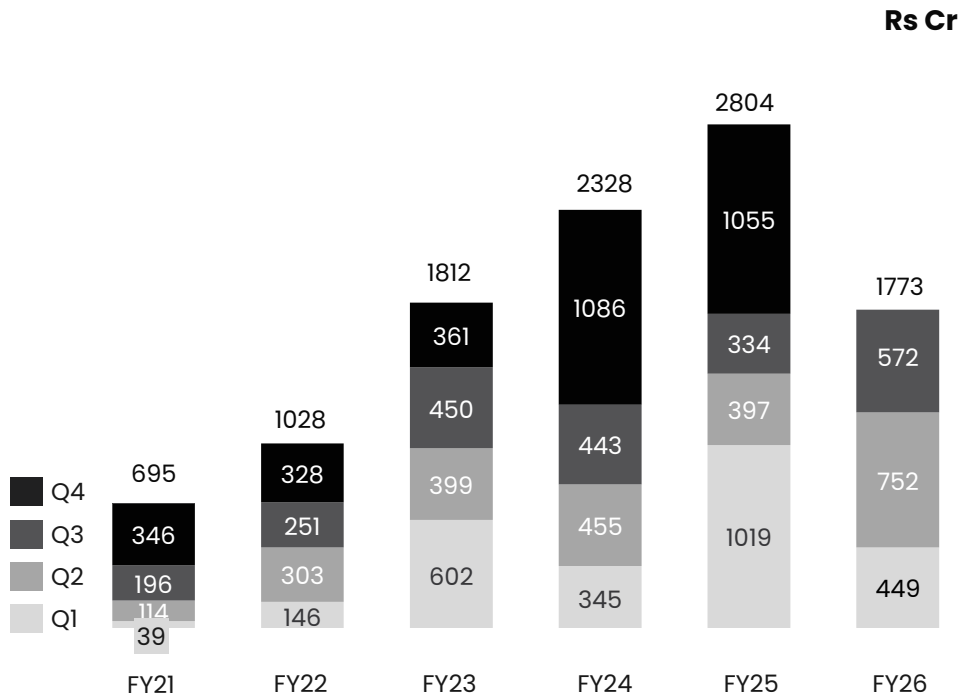
	Lokhandwala 2, Mumbai	Mulund, Mumbai	Navrat 2, Bengaluru	Chembur, Mumbai	Mahalunge, Pune	Navy 2, Mumbai	Matunga, Mumbai
<b>Acres</b>	2.22	3.08	8.79	4.40	13.46	1.65	1.54
	Cluster redevelopment	Society redevelopment	Outright acquisition (shares)	Society redevelopment	Outright	Society redevelopment	Cluster Redevelopment
<b>Definitive documents</b>	Apr'25	Jun'25	Jun'25	Sep'25	Oct'25	Oct'25	Nov'25
<b>GDV (Rs Cr)</b>	<b>1150</b>	<b>1250</b>	<b>1100</b>	<b>1700</b>	<b>3500</b>	<b>800</b>	<b>1010</b>
<b>Project Highlights</b>	<ul style="list-style-type: none"> <li>Added 2 more societies Adjacent to existing Lokhandwala 1 location under cluster development.</li> <li>Centrally located in premium Lokhandwala market, within 15 minutes from upcoming Versova-Bandra Sealink.</li> </ul>	<ul style="list-style-type: none"> <li>20 minutes from our Bhandup site (~3km)</li> <li>Premium location with great connectivity to Powai, Thane and BKC.</li> </ul>	<ul style="list-style-type: none"> <li>With Navrat 1 (acquired in Jan'25), provides contiguous development potential on ~17 acres in North Bengaluru near airport</li> <li>Strategically located with proximity to International airport, IT hubs, commercial offices.</li> </ul>	<ul style="list-style-type: none"> <li>Two society redevelopments located close to Diamond Garden area</li> <li>Excellent connectivity to key parts of Mumbai (site close to Eastern Freeway).</li> </ul>	<ul style="list-style-type: none"> <li>Location between Baner/Balewadi &amp; Hinjewadi—two major IT and BFSI hubs</li> <li>Surrounded by well-developed social infrastructure (including top educational institutes).</li> </ul>	<ul style="list-style-type: none"> <li>4 societies strategically located adjacent to our existing project, Marina64</li> <li>Malad is a thriving locality. Project is less than a km from the Malad West Metro Station and Infinity mall.</li> </ul>	<ul style="list-style-type: none"> <li>Prestigious society in Lokmanya Tilak nagar, Matunga</li> <li>Premium location with great connectivity to Eastern Express Highway.</li> </ul>

# Our cumulative GDV now gives us multi-year visibility on the growth plan



Blue text indicates projects since 1st Oct'25

# FY26 launch plan

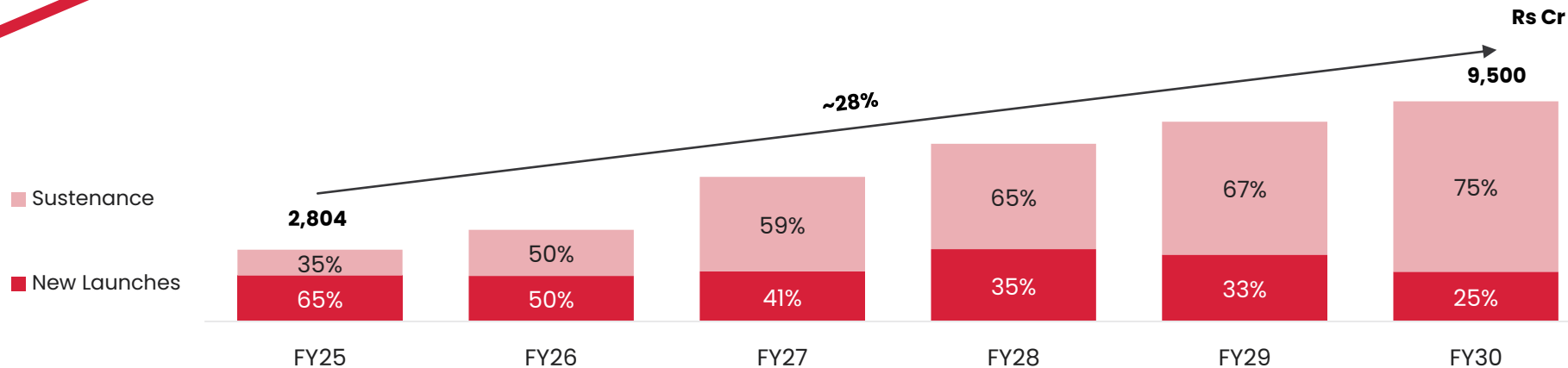


**Pre-sales**

Key Launches	
✓	NewHaven, Bengaluru (Q1 FY26)
✓	Citadel (T-L), Pune (Q1 FY26)
✓	Marina64, Mumbai (Q2 FY26)
✓	Lakewoods H&I, Chennai (Q2 FY26)
✓	Blossom, Bengaluru (Q3 FY26)
✓	BeaconHill, Mumbai (Q4 FY26)
✓	M37Bhandup , Mumbai (Q4 FY26)
✓	Citadel Ph3, Pune (Q4 FY26 / Q1 FY27)
✓	P13Mahalunge Ph1, Pune (Q4 FY26 / Q1 FY27)

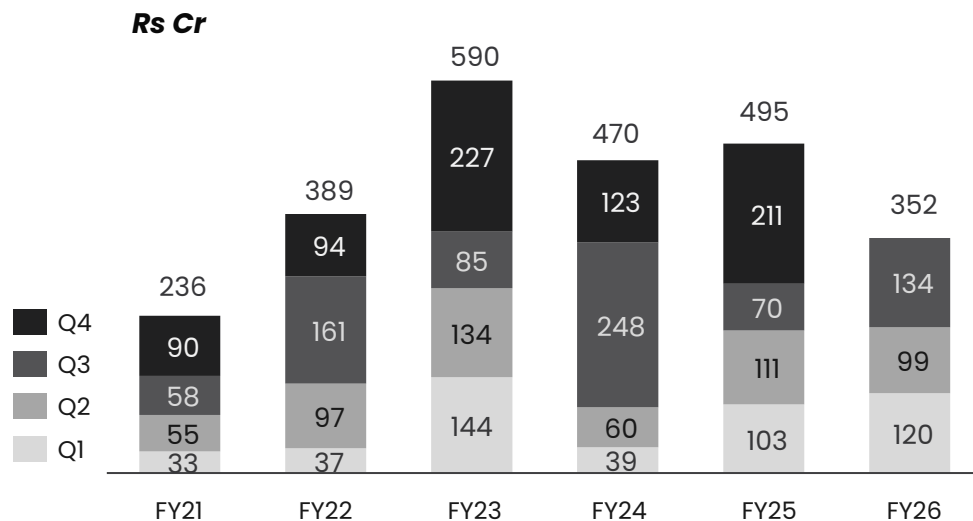


# High visibility in our pre-sales plan



Major contributors	FY25	FY26	FY27	FY28	FY29	FY30
<b>New Launches</b>	<ul style="list-style-type: none"> <li>✓ Ivy Lush</li> <li>✓ Vista Ph2</li> <li>✓ Zen</li> <li>✓ Green Estates</li> <li>✓ Tathawade (T-A)</li> </ul>	<ul style="list-style-type: none"> <li>✓ NewHaven</li> <li>✓ Marina64</li> <li>• Blossom Ph1</li> <li>• Mahalaxmi</li> <li>• Bhandup Ph1.1</li> </ul>	<ul style="list-style-type: none"> <li>• Bhandup Ph 1.2</li> <li>• Blossom Ph2</li> <li>• Lokhandwala 1</li> <li>• SaiBaba Ph1</li> <li>• Navrat 1+2</li> </ul>	<ul style="list-style-type: none"> <li>• Thane Ph1.1</li> <li>• Lokhandwala 2</li> <li>• SaiBaba Ph2</li> <li>←New-project-1 (Mulund)</li> <li>←New-project-2 (Mahalunge)</li> </ul>	<ul style="list-style-type: none"> <li>• Bhandup Ph2</li> <li>• Thane Ph1.2</li> <li>←New-project-3 (Chembur)</li> <li>←New-project-4 (Navy 2)</li> </ul>	<ul style="list-style-type: none"> <li>• Thane Ph2</li> <li>• Bhandup Ph3</li> <li>←New-project-5 (Matunga)</li> <li>• New Project 6</li> </ul>
<b>Sustenance</b>	<ul style="list-style-type: none"> <li>• Vista Ph1</li> <li>• Citadel Ph2</li> <li>• Tathawade</li> <li>• Nostalgie</li> <li>• Alcove</li> </ul>	<ul style="list-style-type: none"> <li>• Vista Ph2</li> <li>• IvyLush</li> <li>• Tathawade</li> <li>• Nostalgie</li> <li>• Citadel</li> </ul>	<ul style="list-style-type: none"> <li>• Bhandup Ph 1.1</li> <li>• Blossom Ph 1</li> <li>• Mahalaxmi</li> <li>• Marina64</li> <li>• Citadel</li> </ul>	<ul style="list-style-type: none"> <li>• Bhandup Ph 1.2</li> <li>• Navrat 1 + 2</li> <li>• Citadel</li> <li>• Blossom Ph2</li> <li>• Santacruz</li> </ul>	<ul style="list-style-type: none"> <li>• Thane Ph1.1</li> <li>• Bhandup Ph1</li> <li>• Lokhandwala 1</li> <li>←New-project-1 (Mulund)</li> <li>←New-project-2 (Mahalunge)</li> </ul>	<ul style="list-style-type: none"> <li>• Thane Ph1.1 &amp; 1.2</li> <li>• Bhandup Ph1 &amp; 2</li> <li>• Lokhandwala 2</li> <li>• SaiBaba Ph2</li> <li>←New-project-3 (Chembur)</li> </ul>

# IC&IC business continues to see good momentum



Deals	Revenues (Rs Cr)
Existing DTA customer 1	7.4
Existing DTA customer 2	41.7
New DTA customer 1	30.2
New DTA customer 2	20.0
New DTA customer 3	7.4
<b>O&amp;M and Other income</b>	<b>27.0</b>
<b>Q3 FY26 Total</b>	<b>133.7</b>

**8 MOUs / LOIs** signed. Strong pipeline heading in the rest of the year

# We are systematically unlocking value in our IC&IC business

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	1,160	757
MWC Chennai	1,594	1,216	1,145	71
Origins Chennai 1	307	229	161	68
Origins Chennai 2A & 2B	240	163	0	163
Origins Ahmedabad	338	243	0	243
Origins Pune*	312	218	0	218
<b>Total</b>	<b>5,737</b>	<b>3,986</b>	<b>2,466</b>	<b>1,520</b>

**Expected revenues of 5,000 – 6,000 Cr and PAT of ~1,500 Cr (MLDL share)**

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

# Financial – Highlights

**Rs Cr**

## Sales Residential

Q3 FY26: 572 Cr  
9M FY26: 1773 Cr

(Q3 FY25: 334 Cr  
9M FY25: 1749 Cr)

## IC&IC Revenues

Q3 FY26: 134 Cr  
9M FY26: 352 Cr

(Q3 FY25: 70 Cr  
9M FY25: 284 Cr)

## GDV

Q3 FY26: 1010 Cr  
9M FY26: 10560 Cr

(Q3 FY25: 12400 Cr  
9M FY25: 14050 Cr)

## Resi Collections

Q3 FY26: 386 Cr  
9M FY26: 1472 Cr

(Q3 FY25: 366 Cr  
9M FY25: 1365 Cr)

## Net Debt to Equity<sup>1</sup>

Q3 FY26: -0.12

(Q3 FY25: 0.50)

## Cost of Debt

Q3 FY26: 6.7%

(Q3 FY25: 8.9%)

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



# Financials – Segment performance

Rs Cr

SEGMENT RESULTS	9M FY26			9M FY25		
	Resi	IC&IC	Total	Resi	IC&IC	Total
Area Sold (msft) / Land Leased (acres)	1.74 msft	53.5 acres	-	2.15 msft	47.3 acres	-
Sales / IC&IC revenues	1773	352	2125	1749	284	1958
Income from Operations	835	352	1187	414	284	698
(+) Other Income	69	99	168	71	13	84
<b>Total Income</b>	<b>904</b>	<b>451</b>	<b>1355</b>	<b>485</b>	<b>297</b>	<b>782</b>
(-) Cost of Sales	588	84	672	376	95	471
(-) Other Operating Expenses	163	38	201	154	30	184
<b>EBITDA (excl. Other Income)</b>	<b>84</b>	<b>230</b>	<b>314</b>	<b>(116)</b>	<b>159</b>	<b>43</b>
(-) Interest and Depreciation	33	16	49	38	37	75
<b>PBT</b>	<b>120</b>	<b>313</b>	<b>433</b>	<b>(83)</b>	<b>135</b>	<b>52</b>
(-) Provision for Tax	65	83	148	14	38	52
(-) Minority Interest	12	65	77	3	21	24
<b>PAT (after Non-Controlling Interest)</b>	<b>43</b>	<b>165</b>	<b>208</b>	<b>(100)</b>	<b>76</b>	<b>(24)</b>
<b>Net Debt to Equity Ratio</b>	<b>(0.12)</b>			<b>0.50</b>		

Note: Above details are provided for better understanding of the performance of Residential & IC&IC 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. Some of the figures have been reclassified and hence not comparable vs. previous years

# Financials – Consolidated Cashflows

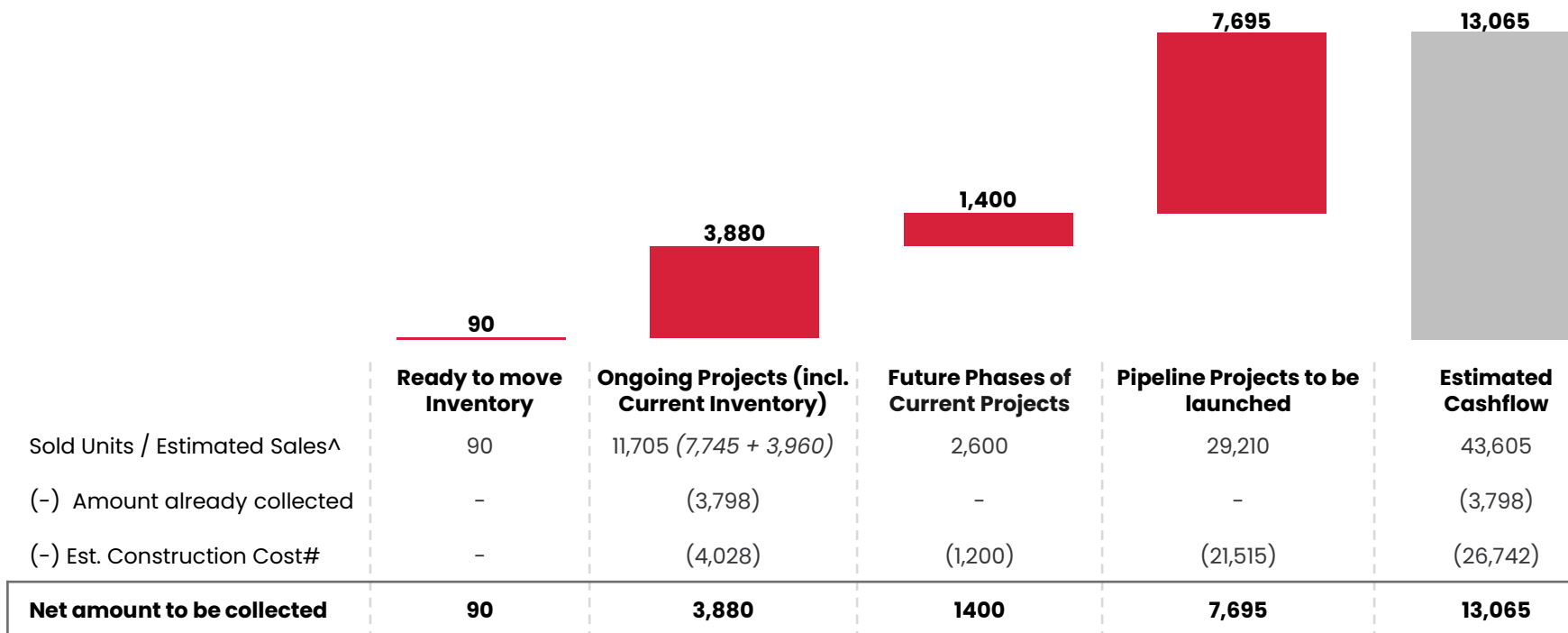
Rs Cr

FY 25	Particulars	9M FY26	9M FY25
642	Opening cash & bank balance (A)	715	642
2298	Project inflows	1761	1631
-1466	Project outflows	-1203	-1033
<b>+832</b>	<b>Operating Cashflow (B)</b>	<b>+558</b>	<b>+600</b>
<b>175</b>	<b>Investing and Financing cashflow (C)</b>	<b>252</b>	<b>73</b>
<b>+1007</b>	<b>Net Cash Flows (D = B+C)</b>	<b>+810</b>	<b>+673</b>
-934	Land Outflows (E)	-802	-715
<b>+73</b>	<b>Total Cash flow changes (F = D+E)</b>	<b>+8</b>	<b>-42</b>
<b>715</b>	<b>Closing cash &amp; bank balance (G) = (A + F)</b>	<b>724</b>	<b>600</b>

Note: Above details are provided for better understanding of the cashflows of the Company and are not prepared in accordance with any Accounting Standards. The numbers are not prepared or reviewed by independent auditor. Due care has been taken in compilation of the same by Management.

# Healthy cashflows from our planned launches\*

Rs Cr



Note: \* Thane, Pink and Murud are not included in the Cash flow estimates due to early stages

<sup>^</sup> Estimated sales value is based on management estimates, <sup>#</sup> Construction costs are based on management estimates and includes unspent land/FSI related costs

# Financials – Consolidated P&L

Rs Cr

PROFIT & LOSS STATEMENT	Q3 FY26	Q2 FY26	Q3 FY25	FY25
Income from Operations	459	18	167	372
Other Income	10	16	19	92
<b>Total Revenues</b>	<b>469</b>	<b>33</b>	<b>186</b>	<b>464</b>
Operating Expenses	371	15	142	316
Employee Remuneration & Benefits	32	30	28	112
Finance Costs	2	2	4	19
Depreciation & Amortisation	6	7	4	18
Administration & Other Expenses	26	25	23	114
<b>Total Expenditure</b>	<b>437</b>	<b>78</b>	<b>201</b>	<b>579</b>
Exceptional Items	26	-	-	-
<b>Profit before Tax &amp; Share in Net Profit / Loss of Associates</b>	<b>(58)</b>	<b>(45)</b>	<b>(15)</b>	<b>(116)</b>
Share in Net Profit / (Loss) of JV/Associates	71	96	10	186
<b>Profit from Ordinary Activities before Tax</b>	<b>129</b>	<b>51</b>	<b>(5)</b>	<b>71</b>
Less : Provision for Current Taxation	4	15	1	3
Less : Provision for Deferred Taxation	17	(13)	17	7
<b>Net Profit for the period</b>	<b>109</b>	<b>48</b>	<b>(23)</b>	<b>61</b>
Less: Minority Interest	0	0	0	0
<b>Net Profit / (Loss) after Taxes and Minority Interest</b>	<b>109</b>	<b>48</b>	<b>(23)</b>	<b>61</b>

Note: As per IND AS Financials



# Financials – Consolidated Balance Sheet

			Rs Cr		
EQUITY & LIABILITIES	31 <sup>st</sup> Dec 25	31 <sup>st</sup> Mar 25	ASSETS	31 <sup>st</sup> Dec 25	31 <sup>st</sup> Mar 25
Equity Share Capital	213	155	Property, Plant and Equipment	19	18
Other Equity	3,321	1,741	Right of Use Assets	18	7
Net Worth	3,535	1,896	Capital Work-In-Progress	4	5
Non-Controlling Interest	0	0	Other Intangible Assets	-	0
Financial Liabilities			Financial Assets		
(i) Borrowings	-	918	(i) Investments	846	844
(ii) Lease Liabilities	8	6	(ii) Loans	60	41
(iii) Other Financial Liabilities	2	2	(III) Other Financial Assets	166	148
Provisions	15	9	Deferred Tax Assets (Net)	116	99
			Income Tax Assets (Net)	111	89
Non-Current Liabilities	25	934	Non-Current Assets	1,341	1,253
Financial Liabilities			Inventories	5,597	4,462
(i) Borrowings	664	514	Financial Assets		
(ii) Lease Liabilities	11	2	(i) Investments	38	60
(iii) Trade Payables	326	233	(ii) Trade Receivables	219	139
(iv) Other Financial Liabilities	82	256	(iii) Cash and Cash Equivalents	97	238
Other Current Liabilities	3,690	2,578	(iv) Bank Balances other than (iii) above	450	18
Provisions	13	7	(v) Loans	2	-
Current Tax Liabilities (Net)	1	1	(vi) Other Financial Assets	39	17
			Other Current Assets	565	234
Current Liabilities	4,787	3,591	Current Assets	7,006	5,168
TOTAL	8,347	6,421	TOTAL	8,347	6,421

Note: As per IND AS Financials

## MLDL Overview

# The Mahindra Group

**\$25B+**

GROUP TURNOVER

**324,000+**

EMPLOYEES

**100+**

COUNTRIES

**20+**

INDUSTRIES



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 ~ 1.3 Lac Cr



Pioneering IC&IC business and residential developments



Number 1 timeshare company outside of the USA

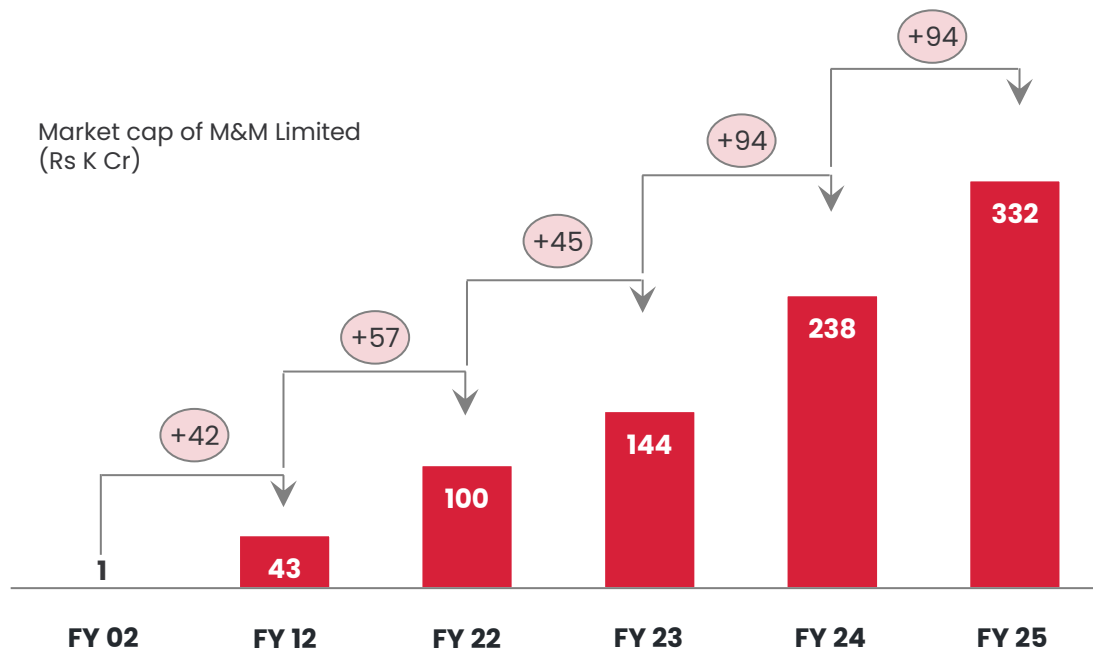


Amongst India's largest 3<sup>rd</sup> party logistics service providers



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 (10K Cr by FY30)



# MLDL at a Glance

**mahindra LIFESPACES**

**Rs 8,405 Cr Market Cap** as on 31<sup>st</sup> Dec 25

## Residential Business

**50+ projects** since 1996 (53.65 msft);  
21k+ satisfied customers

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**Strategic partnerships with** HDFC  
Capital

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

## IC&IC Business

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

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

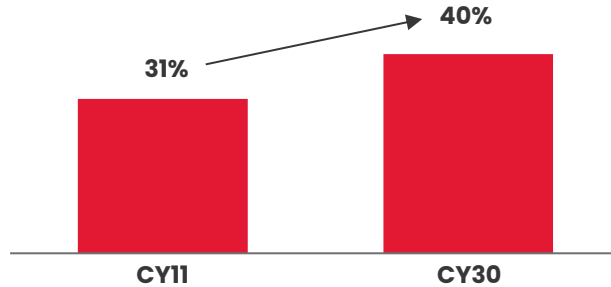
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**258 clients** from 15+ countries

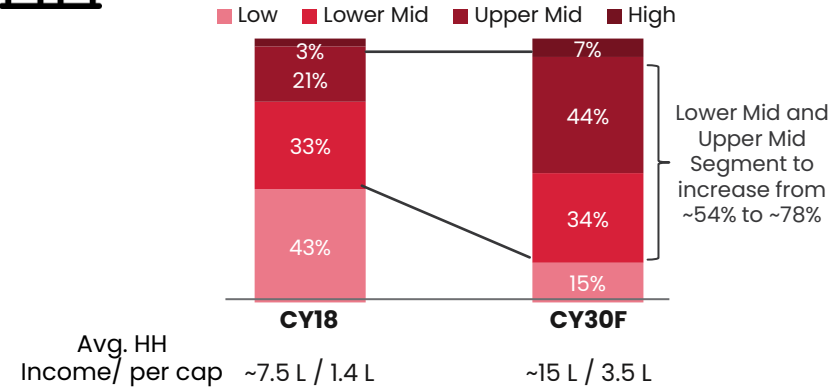
# Key Industry drivers



## Increasing urbanization...



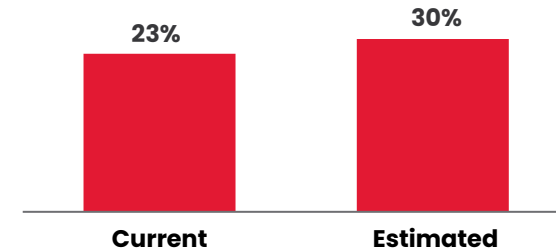
## ...Household income...



## ...& Regulatory reforms...

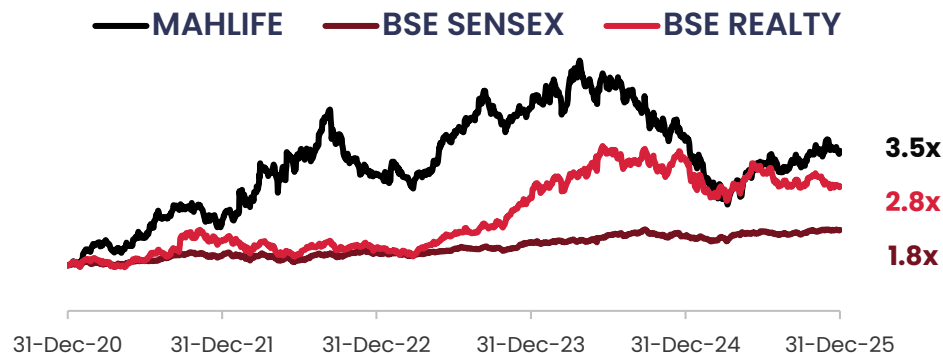


## ...Have led to "flight to quality"

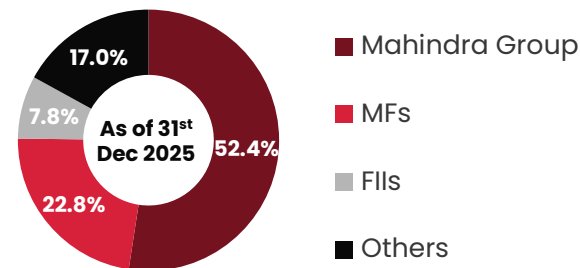


# Stock performance and drivers

Stock generated 29% CAGR over the past 5 years



## Shareholding Pattern (%)



## Key Drivers



**Scale-up in business development and pre-sales**



**Unique IC&IC business**



**Strong operating cash flows**



**Strong capabilities across value chain**



**Best-in-class talent**

## Key Institutional Investors

### Top MFs

Kotak Mahindra AMC  
SBI Funds Management  
ICICI Prudential AMC  
Bandhan AMC  
Axis AMC

### Top FIIs

Vanguard Group  
Dimensional Holdings  
Blackrock  
Govt. Pension Fund Global  
State Street Global

# Recent accolades

## Construction Excellence



**Construction Week India Awards 2025- Green Project of the Year- Residential to Eden**

## Sustainability



**Sustainable Development Leadership - Jury Award @Swachh Industrial Park Awards 2025**



**Mahindra Marina64 Net Zero Energy (Design) @Indian Green Building Council (IGBC) Green Building Congress (GBC) 2025**



G R E S B

**Mahindra Lakewoods (Phase 1) Platinum rating (Under IGBC Green Homes - Final Certification) @IGBC Green Building Congress (GBC) 2025**

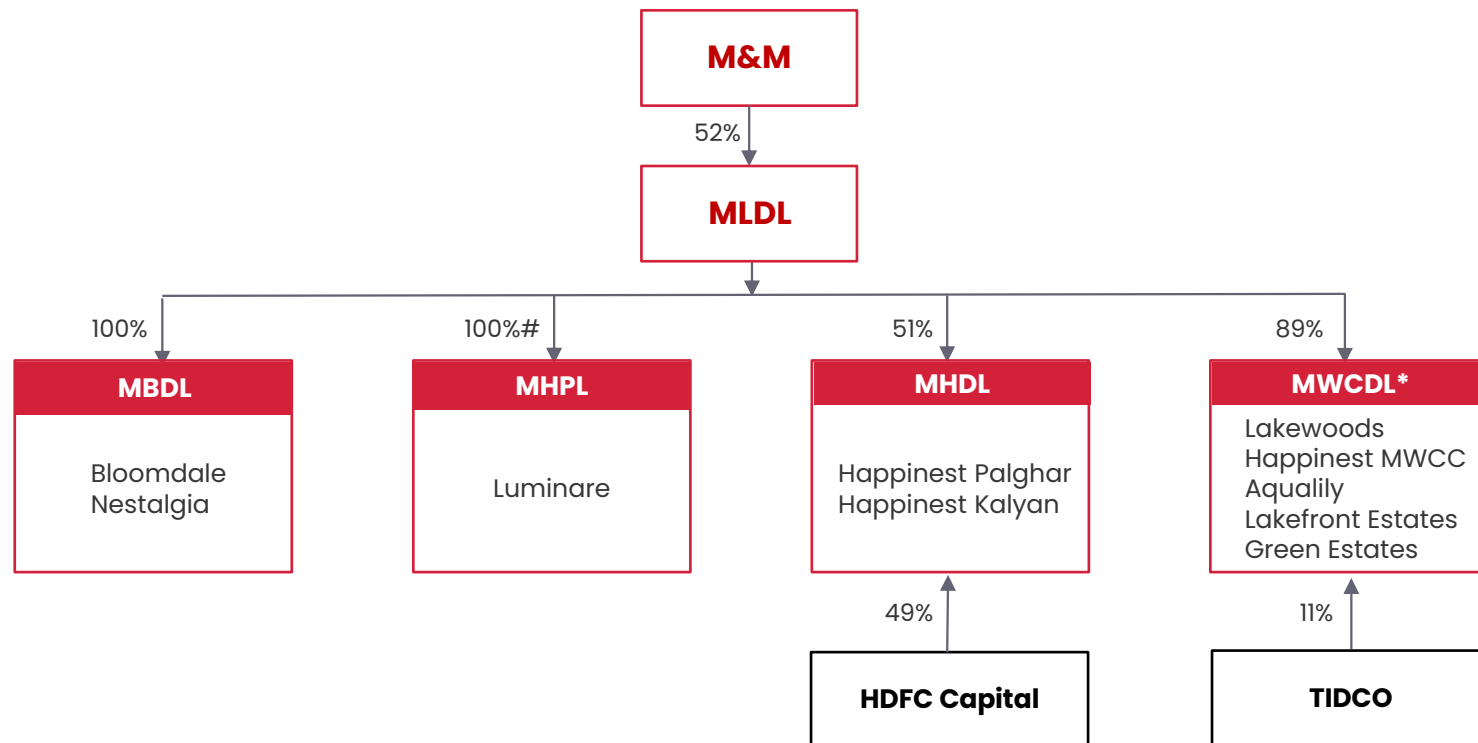


**Ranked 4th among 30 listed entities and 7th in Asia in the residential segment, achieving a perfect GRESB score & a 5-Star rating**

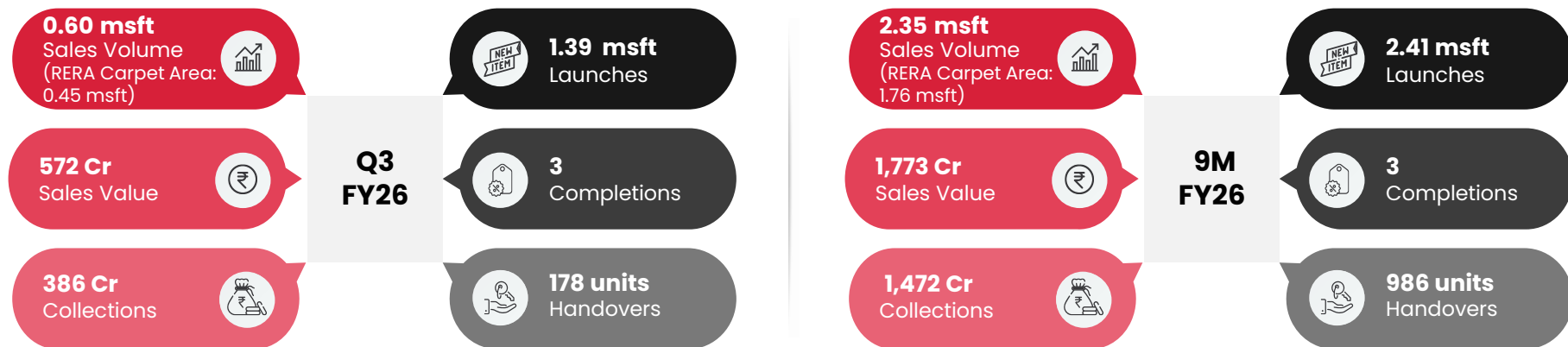


# MLDL Residential

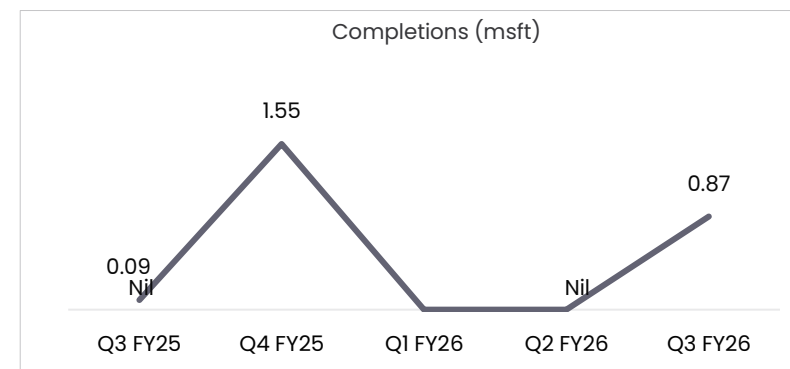
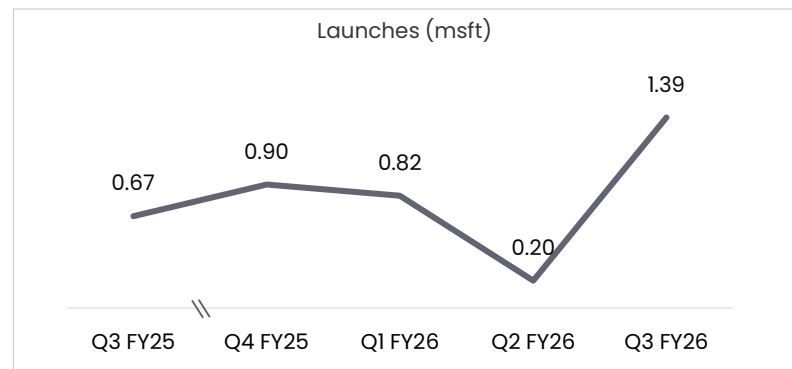
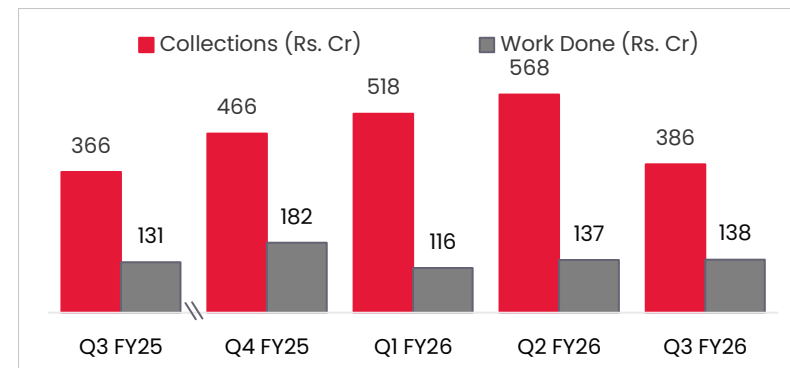
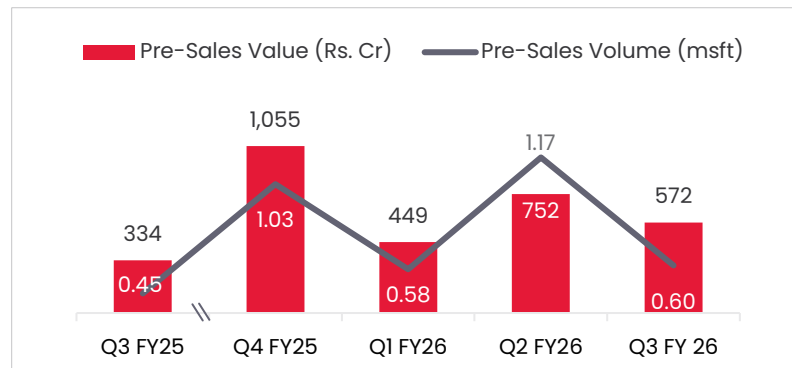
# Residential – Structure overview



# Residential – Q3 FY26 Operational highlights



# Residential – Quarterly trend

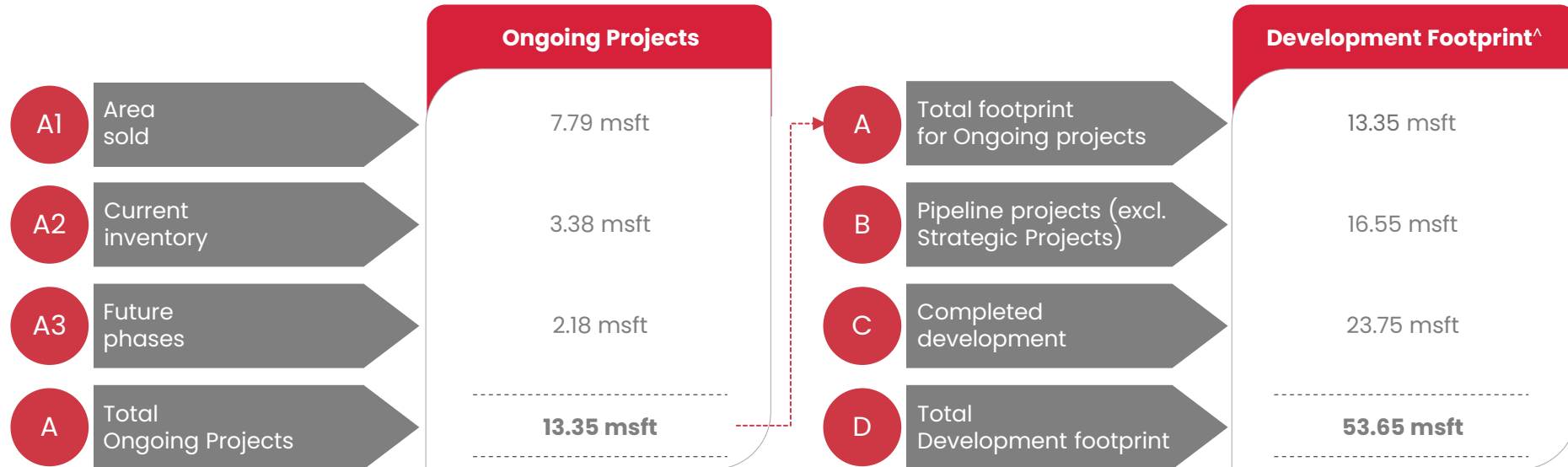


Note: All figures correspond to MLDL and associates, including JD partner share & commercial units that are part of residential development wherever applicable. 27



# 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)

<sup>^</sup>Area for Strategic projects of 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	1.22	1971	0.46	890	46%	-	-	1.67
Alcove #	0.30	401	-	-	83%	-	-	0.30
Marina64	0.06	130	0.02	40	27%	0.34	830	0.42
Meridian	-	37	0.01	16	91%	-	-	0.01
Happinest Palghar 2	0.25	91	0.11	44	61%	-	-	0.36
Happinest Kalyan 1	0.13	73	0.02	13	100%	-	-	0.15
Happinest Kalyan 2	0.54	286	0.55	341	41%	0.12	85	1.20
Nostalgia	0.25	239	0.01	10	62%	-	-	0.26
IvyLush	1.05	840	0.48	530	25%	-	-	1.53
Citadel	1.04	944	0.26	189	21%	1.30	1480	2.60
Happinest Tathawade	1.18	808	0.02	47	67%	-	-	1.20
Luminare#	0.44	691	-	-	89%	-	-	0.44
Eden	0.40	338	-	-	88%	-	-	0.40
Zen	0.48	497	0.01	2	41%	-	-	0.48
Mahindra NewHaven	0.23	260	0.04	40	29%	-	-	0.27
Lakewoods	0.20	121	-	-	100%	0.22	120	0.44
Green Estates	-	-	-	-	-	0.13	50	0.13
Lakefront Estates	0.05	17	-	-	-	-	-	0.05
Aqualily 2D	-	-	-	-	-	0.07	35	0.07
Blossom	-	-	1.39	1800	39%	-	-	1.39
<b>Ongoing Projects (A)</b>	<b>7.79</b>	<b>7745</b>	<b>3.35</b>	<b>3960</b>	<b>53%</b>	<b>2.18</b>	<b>2600</b>	<b>13.35</b>

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

# Residential – Portfolio summary (2/2)

Pipeline Projects to be launched

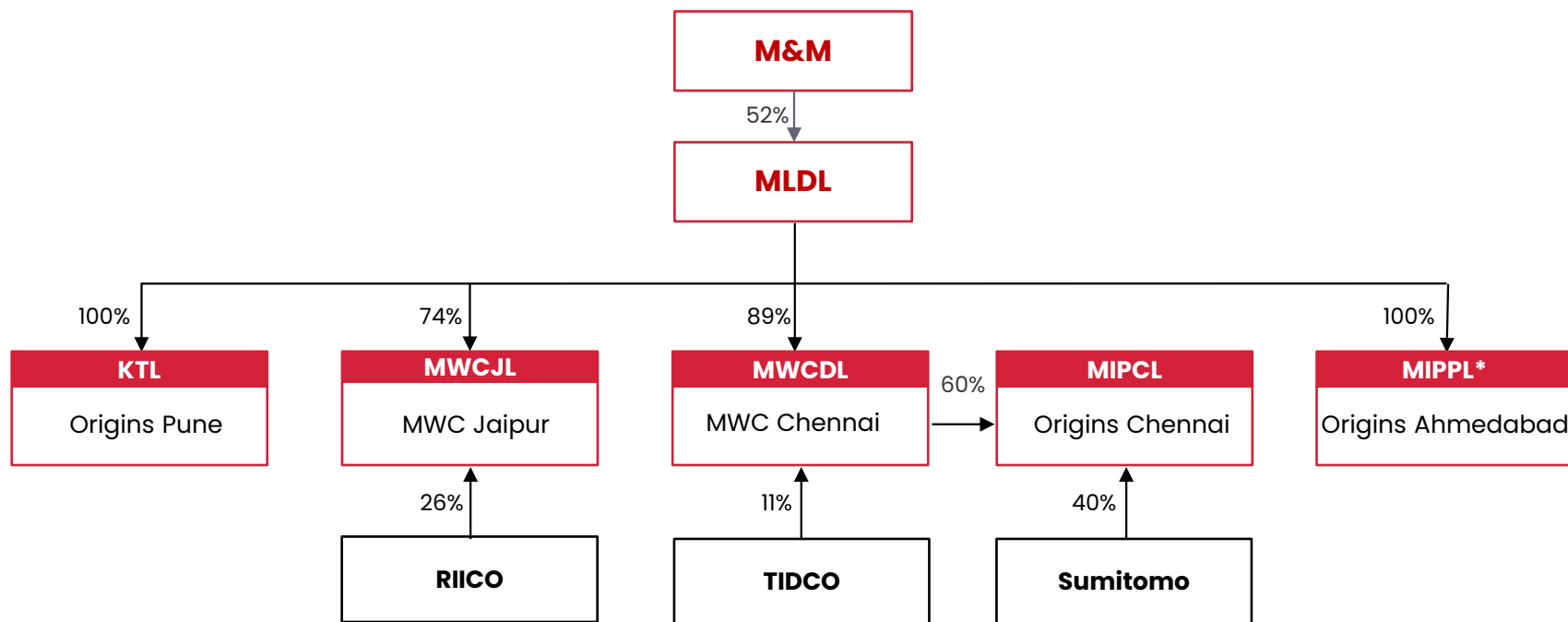
Segment	Project Name	Future Development (msft)	Estimated GDV potential (Rs Cr)
Pipeline Projects to be launched	Navrat, Bengaluru	0.95	1000
	Navrat 2, Bengaluru	1.04	1100
	Whitefield , Bengaluru	0.22	250
	Mahalunge, Pune	3.50	3500
	Mulund, Mumbai	0.66	1250
	Saibaba (Borivali), Mumbai	0.92	1800
	Santacruz West, Mumbai	0.15	550
	Lokhandwala (1 & 2), Mumbai	0.71	2200
	Mahalaxmi, Mumbai	0.54	1650
	Chembur, Mumbai	0.71	1700
	Navy 2, Mumbai	0.37	800
	Bhandup#, Mumbai	6.45	12400
	Matunga, Mumbai	0.33	1010
	Thane		7500
	Jaipur Residential		2000
	Murud		1500
Pipeline projects to be launched (B)			~40210
Total Area sold + Inventory + Future Phases + New Pipeline projects (A+B)		29.90*	~46770
Completed development (C)		23.75	
Total development footprint (A+B+C)		53.65	

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

# MLDL IC & IC






# IC & IC – Structure overview






# IC & IC – Scale of operations

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

## Integrated Cities

	MWC Chennai	MWC Jaipur
 <b>Distance to City</b>	60 Km	20 Km
 <b>Partnership</b>	TIDCO	RIICO
 <b>Gross Area</b>	1524 Acres	2946 Acres

## Industrial Clusters

	Origins Chennai	Origins Ahmedabad
 <b>Distance to City</b>	35 Km	75 Km
 <b>Partnership</b>	Sumitomo	IFC
 <b>Gross Area</b>	307 Acres	340 Acres



Plug 'n'  
play  
infrastructure



Hassle  
free  
Transaction



Sustainable and  
smart  
Solutions



Partnership  
with  
Government



Access to  
Skilled  
workforce



Existing ecosystem of  
Customers and  
Suppliers



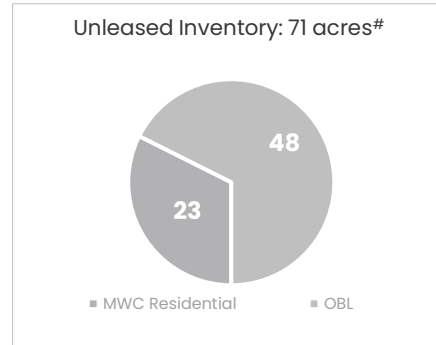
Business  
Support  
Services



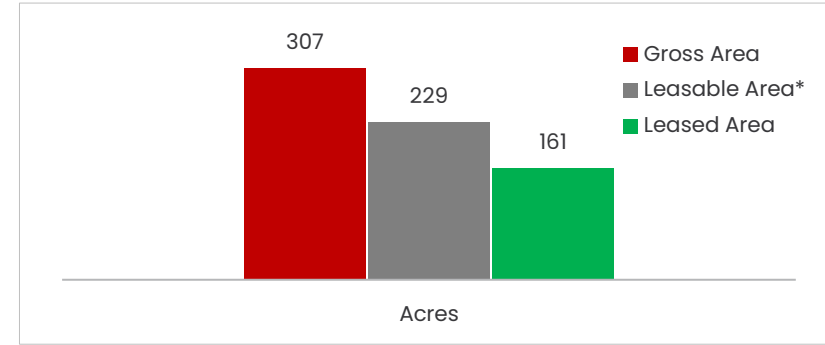
Co-located residential  
spaces with social  
Infrastructure

# IC & IC – Leased area

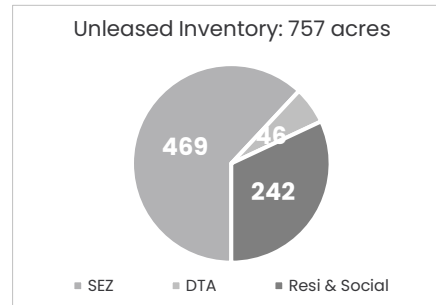
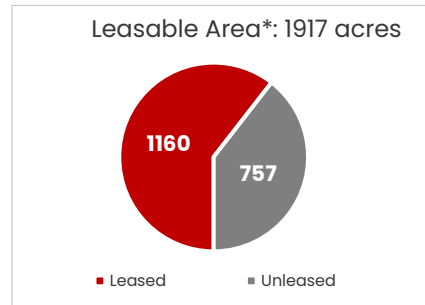
## MWC, Chennai



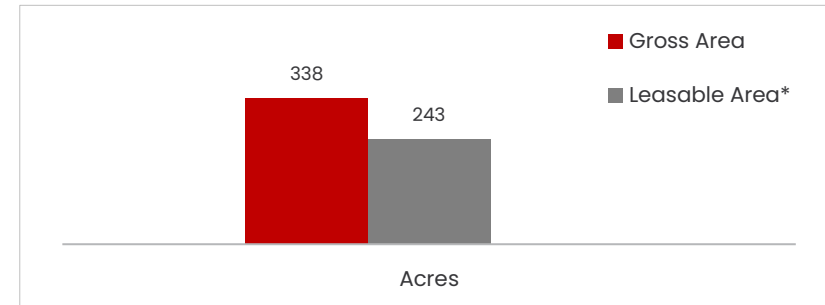
## Origins, Chennai



## MWC, Jaipur



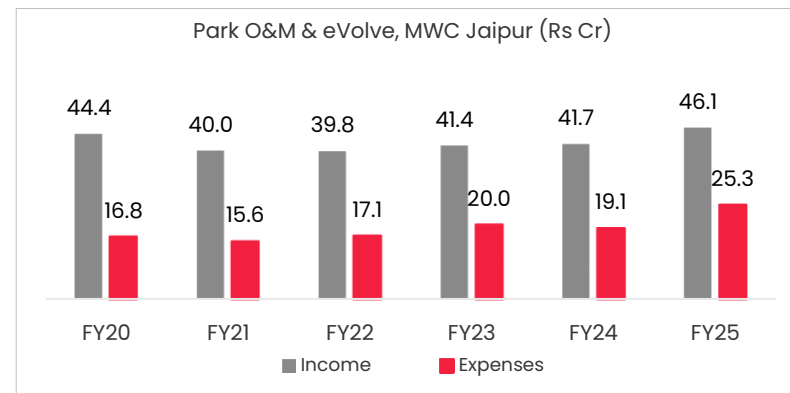
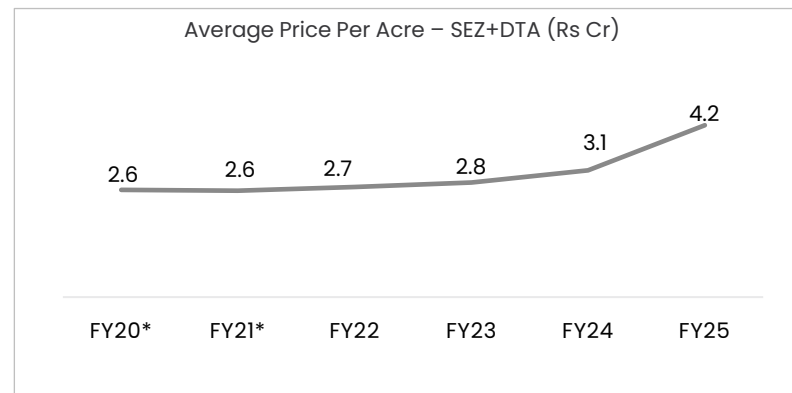
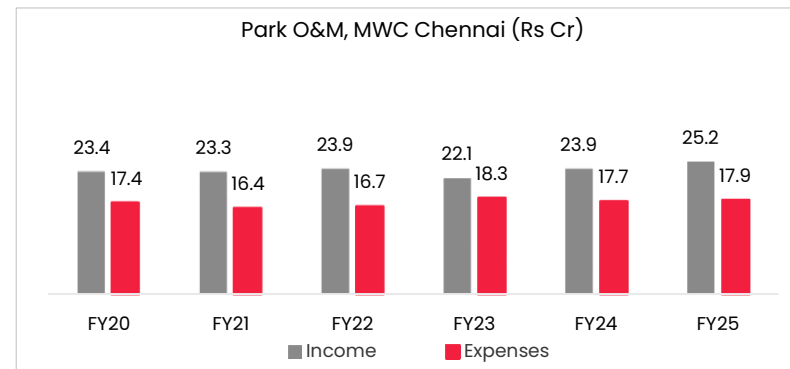
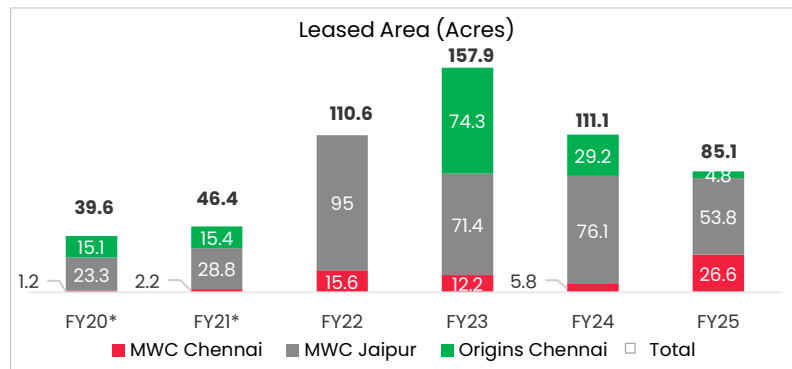
## Origins, Ahmedabad



Note: #OBL of 50 acres included in the unleased inventory

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

# IC & IC – Key metrics



Note: \* For MWC Chennai, it does not include sales outside MWC boundaries (FY19: nil, FY20: 3 acres, FY21: 9.2 acres, FY22: nil, FY23: nil, FY24: 8.4 acres)

# IC & IC – Marquee Clientele

## MWC Chennai

92 customers (74 operational)



Central Avenue



## MWC Jaipur

166 customers (107 operational)



DTA Zone



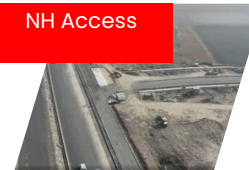
## Origins Chennai

16 customers (7 operational)



## Origins Ahmedabad

NH Access



Planned Construction



Planned Construction



# MLDL Leadership

RERA : P52100053012,P52100047656,PR1260002500154

Artistic Impression

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



**Mr. Anuj Puri**

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 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 Digital Transformation Officer AUTO 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**

Chairman and  
Non-Executive,  
Independent Director



**Amit Kumar Sinha**

Managing Director &  
Chief Executive Officer



**Vimalendra Singh**

Chief Business  
Officer - Residential



**Vikram Goel**

Chief Business  
Officer - Industrial



**Sudharshan KR**

Chief Project  
Officer



**Sriram Kumar**

Chief Financial  
Officer



**Ankur Parmar**

Chief Marketing  
Officer



**Anshu Shukla**

Chief Design  
Officer



**Parijat Dey**

Chief Technology  
Officer



**Parveen Mahtani**

Chief Legal Officer



**Tanmoy Roy**

Chief Human  
Resources Officer



# Thank You



## **Investor Relations Contact**

**Mr. Devavrat Mastakar**

AGM – F&A & IR

Email: [MASTAKAR.DEVAVRAT@mahindra.com](mailto:MASTAKAR.DEVAVRAT@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](http://mahindralifespaces.com)

**mahindra** LIFESPACES

## Classification of projects is as under:

- |   |   |   |  |
|---|---|---|--|
| <p><b>a. Completed:</b> projects where construction has been completed and occupancy certificates have been granted by the relevant authorities</p> | <p><b>b. Ongoing:</b> 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</p> | <p><b>c. Future Phases:</b> 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</p> | <p><b>d. Pipeline Projects:</b> land in which any of the Company/subsidiaries of the Company/joint ventures of the Company/consolidated partnership firms of the Company hold interest, where development is yet to commence</p> |
|---|---|---|--|

CDP	Climate Disclosure Project	MLDL	Mahindra Lifespace Developers Limited
DTA	Domestic Tariff Area	MMR	Mumbai Metropolitan Region
GRESB	Global Real Estate Sustainability Benchmark	MRDL	Mahindra Residential Developers Limited
GRI	Global Report Initiative	MSFT	Million Square Feet
IC & IC	Integrated Cities & Industrial Clusters	MWC	Mahindra World City
IFC	International Finance Corporation	MWCDL	Mahindra World City Developers Limited
IND AS	Indian Accounting Standards	MWCJL	Mahindra World City (Jaipur) Limited
M&M	Mahindra & Mahindra Limited	NCR	National Capital Region
MBDL	Mahindra Bloomdale Developers Limited	RIICO	Rajasthan State Industrial Development & Investment Corporation Ltd.
MHDL	Mahindra Happinest Developers Limited	SBTi	Science Based Target Initiative
MHPL	Mahindra Homes Private Limited	SEZ	Special Economic Zone
MIPCL	Mahindra Industrial Park Chennai Limited	TCFD	Task Force on Climate related Financial Disclosure
MIPPL	Mahindra Industrial Park Private Limited	TIDCO	Tamil Nadu Industrial Development Corporation Ltd.
MITL	Mahindra Integrated Township Limited	MLDL	Mahindra Lifespace Developers Limited