## Malnínclra LIFESPACES

Date: $29^{\text {th }}$ July, 2020
To,

| BSE Limited <br> Corporate Services, <br> Piroze Jeejeebhoy Towers, <br> Dalal Street, Mumbai - 400001 <br> Listing: http://listing.bseindia.com |  | National Stock Exchange of India Limited <br> Exchange Plaza, <br> Bandra Kurla Complex, <br> Bandra (East), Mumbai 400051 <br> Listing: https://www.connect2nse.com/LISTING/ |  |
| :---: | :---: | :---: | :---: |
| Re : |  |  |  |
| Security |  | NSE | ISIN |
| Equity Shares | 532313 | MAHLIFE | INE813A01018 |

Sub: Intimation under Regulation 30(2) of the Securities \& Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI LODR").

Dear Sir / Madam,
Pursuant to Regulation 30(2) of the SEBI LODR, enclosed is the presentation on the Company's financial \& operational results for the $1^{\text {st }}$ quarter ended on $30^{\text {th }}$ June, 2020.

This will also be uploaded on the website of the Company http://www.mahindralifespaces.com.
Kindly take the same on your record and display the same on your website.

Thanking you,

Yours faithfully,
For Mahindra Lifespace Developers Limited


Suhas Kulkarni
General Counsel \& Company Secretary (FCS - 2427)

Encl.: a/a


Investor Presentation - Q1 FY21

## Contents

- Key Highlights
- Residential Business Update
- Integrated Cities \& Industrial Clusters Update
- Financial Update


## Key Highlights

> The operating highlights from Slide 4 to Slide 24 are for the Company and its subsidiaries / joint ventures / associates engaged in the real estate business (mainly MLDL, MHPL, MBDL, MITL, MRDL, MHDL, MWCDL, MWCJL, MIPCL \& MIPPL)

[^0]
## Q1 FY21 Business Performance

## Residential

- Achieved Sales of 0.08 msft for Rs 39 Crores
- Collections stood at Rs 72 Crores


## Integrated Cities and Industrial Clusters

- Sales at MWC, Jaipur of 1.7 acres for 4.98 Crores
- Sales at MWC, Chennai of 0.8 acres for 2.7 Crores


## Q1 FY21 Financial Performance

All figures in Rs. Crs

| For MLDL Consolidated <br> (As per IND AS) | Q1 FY21 | Q4 FY20 | Q1 FY20 |
| :--- | :---: | :---: | :---: |
| Total Income | 22 | 111 | 120 |
| EBIDTA** | -19 | -92 | 19 |
| PAT | -20 | $-224 \#$ | 13 |


| For MLDL Consolidated <br> (As per IND AS) | Q1 FY21 | FY20 |
| :--- | :---: | :---: |
| Total Income | 22 | 646 |
| PAT | -20 | $-193 \#$ |
| Net Debt | 112 | 99 |
| Net Worth | 1681 | 1701 |

** EBITDA includes Other Income and share of profits from JV and associates
\# Mahindra Homes Private Limited (MHPL), a Joint Venture of the Company, is executing residential projects at NCR and Bengaluru. The residential project in NCR is a Joint Development with the landowner. The project saw a successful launch in 2015 in a buoyant market. The market has thereafter seen muted demand and declining prices. During the year the company also saw significant cancellations of earlier bookings. Consequently, MHPL has valued its balance inventory as per its accounting policies. Similarly, the Company has in turn, based on estimated Net Present Value of forecasted cash flows, provided for impairment of its equity value in MHPL. On a consolidated basis, the impact of impairment is Rs 135 crores, in addition to an impact of Rs 64 crores as Share of Loss from MHPL JV. This has been done as a matter of prudence considering uncertain market conditions

## Business Overview

| Residential |  |  |  |  |  | Integrated Cities \& Industrial Clusters |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Mid and Premium Residential |  |  | Affordable Housing |  |  | Integrated Cities |  |  | Industrial Clusters |  |  |
| Brand | Malרinclra LIFESPACES |  | Brand | Mahincla HAPPINEST |  | Brand: ITlelinidre WORLD CITY |  |  | Brand: ORIGINS <br> by Malhínclra worto cITY |  |  |
| Develo Footpr | $\text { ment }_{\mathbf{t}^{\star \star}}$ | 22.24 msft | Developmen Footprint** |  | 3.13 <br> msft | Gross Area |  | 4437 <br> acres | Gross |  | $629$ <br> acres |
| Comp Develo | ed ment * | 16.47 msft | Completed Development * |  | 1.00 <br> msft | Leasable Area*** |  | 3156 acres | Leasab <br> Area*** |  | $430$ <br> acres |
| Ongoi Forth |  <br> ming Area | 5.77 <br> msft |  <br> $\begin{array}{ll}\text { Forthcoming Area** } & 2.13 \\ \mathrm{msft}\end{array}$ |  |  | Leased Area |  | 1957 <br> acres | Leased | Area | 38 <br> acres |
| Area Future | ailable for Sales** | 4.79 msft | Area available for $\mathbf{1 . 0 9}$ <br> Future Sales** msft |  |  | Area available for Leasing |  | 1199 acres | Area a for Lea | ailable ing | $392$ <br> acres |
| Entities | Economic Interest | Ongoing \& Forthcoming Area (msft)** | Entities | Economic Interest | Ongoing \& Forthcoming Area (msft)** | Entities | Economic Interest | Leasable Area (acres) *** | Entities | Economic Interest | Leasable Area (acres) *** |
| MLDL | 100\% | 2.89 | MLDL | 100\% | 0.25 | MWCDL | 89\% | 1145 | MIPCL | 53.4\% | 209 |
| MHPL | 50\% | 0.77 | MHDL | 25\% | 1.88 | MWCJL | 74\% | 2011 | MIPPL | 50\% | 221 |
| MBDL | 100\% | 0.56 |  |  |  |  |  |  |  |  |  |
| MITL | 96.3\% | 1.31 |  |  |  |  |  |  |  |  |  |
| MRDL | 96.3\% | 0.24 |  |  |  |  |  |  |  |  |  |

[^1]
## Residential Business Update

## Sales - Annual Trend



Note: All figures correspond to MLDL (including associates) share of residential units, including commercial units that are part of residential developments.

* Based on saleable area including JD partner's share.
\# Sales value doesn't include cancellations in Luminare project during Q2FY20 and Q3FY20 of Rs 147 Crores


## Sales - Quarterly Trend



Note: All figures correspond to MLDL (including associates) share of residential units, excluding commercial units that are part of residential developments. * Q2 FY20 \& Q3 FY20 sales numbers does not include cancellations at Luminare of Rs 91 Cr ( 0.067 msft ) and Rs 56 Cr ( 0.041 msft ) respectively

## Sales - City and Price Segment wise

Q1 FY21 City-wise Sales (Volume)


Q1 FY21 City-wise Sales (Value)

-MMR
$\square$ Pune $\square$ Nagpur $\square$ NCR -Chennai ■Bengaluru

Q1 FY21 Price Segment-wise Sales (Volume)


Q1 FY21 Price Segment-wise Sales (Value)


INR in Lacs
-upto 25

- 25 to 50
- 50 to 75
- 75 to 100
- 100 to 200
- 200 and above

Note: Total sales volume considered is 0.08 msft saleable area and total sales value considered is Rs. 38.98 Crs .
NCR has a tower toaqle and hence a net neqative value sale

## Operating Metrics

Collections \& Construction Spend (Rs. Crs)


No. of Units Handed over to Clients
461


Completions \& Launches (msft)



## Project Portfolio

| Location | Saleable Area (msifi) |  |  |
| :--- | ---: | ---: | ---: |
|  | Ongoing | Forthcoming | Land Inventory |
| MMR $^{* *}$ | 1.51 | 1.32 | 0.94 |
| Pune | 0.50 | 0.70 | - |
| Nagpur | 0.56 | - | - |
| NCR* $^{*}$ | 0.41 | 0.36 | - |
| Bengaluru | - | 0.74 | - |
| Chennai | 0.62 | 1.18 | 9.50 |
| Total | 3.60 | 4.30 | 10.44 |

Total Completed Development - 17.47*** msft

* NCR includes Delhi, Gurgaon and Faridabad;
** MMR includes Mumbai, Boisar, Palghar, Thane, Kalyan and Alibaug;
*** Does not include projects completed by GESCO. Includes commercial development inside residential complexes \# Based on saleable area including JD partner's share wherever applicable.


## Summary of Ongoing and Forthcoming Projects

| Region | Project Name | Company / SPV | Total Development | Launched Development | Completed Development | Ongoing Development | Balance (To be launched) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | A | B | C | D | $E=$ (A-C-D) |
| MMR | Roots | MLDL | 0.14 | 0.14 | - | 0.14 | - |
|  | Vicino | MLDL | 0.26 | 0.07 | - | 0.07 | 0.19 |
|  | Sakinaka \# | MLDL | 0.39 | - | - | - | 0.39 |
|  | Serenes | MLDL | 0.16 | 0.06 | - | 0.06 | 0.10 |
|  | Happinest Palghar 1 | MHDL | 0.41 | 0.41 | - | 0.41 | - |
|  | Happinest Palghar 2 | MHDL | 0.64 | - | - | - | 0.64 |
|  | Happinest Kalyan | MHDL | 0.83 | 0.83 | - | 0.83 | - |
| Pune | Antheia | MLDL | 1.64 | 1.64 | 1.48 | 0.16 | - |
|  | Centralis | MLDL | 0.34 | 0.34 | - | 0.34 | - |
|  | New Project (Tathawade) | MLDL | 0.70 | - | - | - | 0.70 |
| Nagpur | Bloomdale | MBDL | 1.55 | 1.55 | 0.99 | 0.56 | - |
| NCR | Luminare \# | MHPL | 1.14 | 0.78 | 0.37 | 0.41 | 0.36 |
| Bengaluru | New Project (Kanakpura) | MLDL | 0.74 | - | - | - | 0.74 |
| Chennai | Aqualily | MRDL | 1.58 | 1.50 | 1.34 | 0.16 | 0.08 |
|  | Lakewoods | MITL | 0.90 | 0.28 | - | 0.28 | 0.62 |
|  | MWC Chennai Residential 21 | MITL | 0.41 | - | - | - | 0.41 |
|  | Happinest Avadi | MLDL | 0.73 | 0.66 | 0.48 | 0.18 | 0.07 |
|  | TOTAL |  | 12.56 | 8.26 | 4.66 | 3.60 | 4.30 |

Note: Above figures are based on saleable area including JD partner's share wherever applicable. \# Project under Joint Development (JD).

## Development mix of Ongoing Projects

| Region | Project Name | Location | Segment | Development Mix | Area Range Saleable (sqfi) | Indicative Prices (Rs. Crs) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MMR | Roots | Mumbai | Mid-Premium | 1 \& 2 BHK | 740-1239 | 1-1.5 |
|  | Vicino | Mumbai | Mid-Premium | 1,2 \& 3 BHK | 754-2137 | 1.5-3.9 |
|  | Serenes | Alibaug | Luxury | 3, 4 BHK Villas | 3000-3400 | 3-3.5 |
|  | Happinest Boisar | Boisar | Affordable | $1 \mathrm{RK}, 1$ \& 2 BHK | 369-762 | 0.13-0.27 |
|  | Happinest Palghar 1 | Palghar | Affordable | $1 \mathrm{RK}, 1$ \& 2 BHK | 234-812 | 0.08-0.28 |
|  | Happinest Kalyan | Kalyan | Affordable | 1 \& 2 BHK | 555-896 | 0.3-0.5 |
| Pune | Antheia | Pune | Mid-Premium | 1, 2, 2.5,3 BHK | 724-1789 | 0.5-1.5 |
|  | Centralis | Pune | Mid-Premium | 1 \& 2 BHK | 665-885 | 0.45-0.70 |
| Nagpur | Bloomdale | Nagpur | Mid-Premium | $\begin{gathered} \hline 1,2,2.5,3 \mathrm{BHK} \\ \text { Row Houses \& } \\ \text { Duplex Homes } \\ \hline \end{gathered}$ | 739-2440 | 0.3-1 |
| NCR | Luminare | Gurgaon | Luxury | 3 \& 4 BHK | 2985-6007 | 3.5-4.5 |
| Chennai | Aqualily | Chennai | Mid-Premium | 1,3, 3.5 \& 4 BHK | 581-2228 | 0.25-1 |
|  | Lakewoods | Chennai | Mid-Premium | 2 \& 3 BHK | 1079-1478 | 0.45-0.70 |
|  | Happinest Avadi | Chennai | Affordable | 1 \& 2 BHK | 395-677 | 0.1-0.25 |

Note: Above information is indicative and provides generic information about the project.

## Summary of Ongoing Projects

| Location | Project Name | $\begin{gathered} \text { Launched } \\ \text { Development }{ }^{1} \text { (msft) } \\ \hline \end{gathered}$ | PTD Area Sold (msft) | \% Completion** | PTD Sales Value <br> (Rs. Cr) | RERA Completion Date*** |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MMR | Roots | 0.14 | 0.09 | 60\% | 114.1 | Sep-22 |
|  | Vicino I | 0.07 | 0.03 | 63\% | 54.3 | Mar-24 |
|  | Happinest Kalyan I | 0.33 | 0.23 | 35\% | 121.7 | Dec-23 |
|  | Happinest Kalyan II | 0.49 | 0.38 | 34\% | 197.6 | Jun-24 |
|  | Palghar Project 1 Phase I | 0.14 | 0.12 | 83\% | 36.8 | Dec-20 |
|  | Palghar Project 1 Phase II | 0.15 | 0.13 | 64\% | 40.6 | Sep-21 |
|  | Palghar Project 1 Phase III | 0.08 | 0.05 | 60\% | 16.0 | Sep-21 |
|  | Palghar Project 1 Phase IV | 0.04 | 0.04 | 59\% | 11.5 | Dec-21 |
|  | Serenes - I | 0.06 | 0.01 | 83\% | 7.6 | Dec-21 |
| Pune | Antheia IIID | 0.16 | 0.14 | 90\% | 89.5 | Mar-22 |
|  | Centralis - Tower 1 | 0.09 | 0.09 | 29\% | 56.6 | Aug-22 |
|  | Centralis - Tower 2 | 0.09 | 0.09 | 29\% | 56.6 | Aug-22 |
|  | Centralis - Tower 3 | 0.09 | 0.09 | 29\% | 55.6 | Mar-22 |
|  | Centralis - Tower 4 | 0.07 | 0.07 | 27\% | 44.6 | Mar-22 |
| Nagpur | Bloomdale IIIB | 0.11 | 0.08 | 63\% | 34.0 | Sep-20 |
|  | Bloomdale IIIC - 2 | 0.04 | 0.03 | 62\% | 14.8 | Mar-20 |
|  | Bloomdale IIID | 0.05 | 0.04 | 69\% | 18.1 | Sep-21 |
|  | Bloomdale IVA | 0.14 | 0.06 | 43\% | 26.3 | May-22 |
|  | Bloomdale IVB | 0.14 | 0.08 | 59\% | 30.3 | Jun-21 |
|  | Bloomdale IVC | 0.03 | - | 56\% | 1.1 | Sep-21 |
|  | Bloomdale IVD | 0.04 | 0.02 | 59\% | 9.5 | May-20 |
| NCR | Luminare II \# | 0.41 | 0.14 | 86\% | 190.1 | Mar-21 |
| Chennai | Aqualily Apts C2 | 0.16 | - | 46\% | - | NA |
|  | Lakewoods I | 0.28 | 0.18 | 36\% | 66.7 | Mar-22 |
|  | Happinest Avadi IV | 0.06 | 0.06 | 90\% | 19.5 | Jul-20 |
|  | Happinest Avadi V | 0.10 | 0.09 | 84\% | 33.2 | Dec-20 |
|  | Happinest Avadi VIB | 0.02 | 0.01 | 52\% | 3.5 | Mar-22 |
| Total |  | 3.60 | 2.35 | 59\% | 1,350.2 |  |

1 Based on saleable area including JD partner's share wherever applicable.
${ }^{* *}$ Completion shown is with respect to total estimated project cost which includes land costs and construction related costs.
*** RERA completion dates for the projects are as per the specific phases registered with the authorities.
\# Project under Joint Development (JD).
PTD stands for Period To Date

## Forthcoming Projects

| Location | Name of the Project | Est. Saleable Area msft |
| :---: | :---: | :---: |
| Subsequent Phases of Existing Projects |  |  |
| MMR | Vicino | 0.19 |
|  | Serenes | 0.10 |
| NCR | Luminare \# | 0.36 |
| Chennai | Aqualily | 0.08 |
|  | Lakewoods | 0.62 |
|  | Happinest Avadi | 0.07 |
| TOTAL - Subsequent Phases of Existing Projects |  | 1.42 |
| New Projects |  |  |
| MMR | Sakinaka \# | 0.39 |
|  | Happinest Palghar 2 | 0.64 |
| Pune | New Project (Tathawade) | 0.70 |
| Bengaluru | New Project (Kanakpura) | 0.74 |
| Chennai | MWC Chennai Residential 21 | 0.41 |
| TOTAL - New Projects |  | 2.88 |
| TOTAL - Forthcoming Projects |  | 4.30 |

Est. saleable area includes JD partner's share wherever applicable.
\# Project under Joint Development (JD).

## Balance Inventory in Completed Projects

| Location | Project Name | Company | MLDL Holding | Balance units <br> to sell * | Balance area <br> to sell (msti) |
| :--- | :--- | :---: | :---: | :---: | :---: |
|  | Happinest Boisar | MLDL | $100 \%$ | 150 | 0.07 |
|  | Vivante | MLDL | $100 \%$ | 1 | 0.00 |
| Pune | Antheia | MLDL | $100 \%$ | 4 | 0.01 |
| Nagpur | Bloomdale | MBDL | $100 \%$ | 5 | 0.01 |
| NCR | Luminare \# | MHPL | $50 \%$ | 43 | 0.13 |
| Bengaluru | Windchimes | MHPL | $50 \%$ | 39 | 0.08 |
| Chennai | Aqualily Apts | MRDL | $96 \%$ | 13 | 0.03 |
| TOTAL |  |  |  |  |  |

\# Project under Joint Development (JD).

* The numbers of units shown includes JD partner's share of inventory.


## Cash Flow Potential

| Particulars |  | $\begin{aligned} & \text { Value } \\ & \text { (Rs. Cr) } \\ & \hline \end{aligned}$ |
| :---: | :---: | :---: |
| Ongoing \& Completed Projects | Sales completed in ongoing projects | 1350 |
|  | Less : Amount collected from sales | 433 |
|  | Net amount to be collected on completed sales (A) | 917 |
|  | Estimated sales from finished goods \& balance inventory in ongoing projects \# | 1084 |
|  | Less: Estimated construction cost to be spent on ongoing projects** | 700 |
|  | Net amount to be collected on future sales (B) | 384 |
| Cashflow from ongoing \& completed projects ( $\mathrm{A}+\mathrm{B}$ ) $=(\mathrm{C})$ |  | 1301 |
| Subsequent Phases of Ongoing Projects |  |  |
|  | Estimated sales potential \# Less: Estimated construction cost** | 1115 |
| Cashflow from future phases of ongoing projects (D) |  | 575 |
| Total Estimated Cashflows* ( $\mathrm{C}+\mathrm{D}$ ) $=$ (E) |  | 1876 |

* Does not include cash flow potential of "New Projects" and "Land Bank".
** Construction costs are based on management estimates.
\# Estimated sales value is based on management estimates taking into consideration current price realisation for respective projects.


## Integrated Cities \& Industrial Clusters Update

## Mahindra World City, Chennai - Business Update



* Does not include sales outside MWC boundaries
- Total number of customers: 82 (67 Operational)
- 0.78 acres leased during Q1 FY21
$\checkmark$ Naviya Tech Private Ltd


SMC Pneumatics facility in DTA


Srinivasa Fashions facility in Apparel SEZ

## Mahindra World City, Jaipur - Business Update

Total Area Procured - 2913 acres | Leasable Area - 2011 acres


SEZ***

695


DTA

290
50

Resi \& Social **
$\square$ Total Leasable Area (in acres) Leased Area (in acres)
** Total Leasable Area of Residential \& Social is indicative (assumed at yield of 65\%) until finalisation and approval of Master Plan.
*** Includes 25 acres for Evolve.


- Total number of customers: 94 (65 Operational)
- 1.7 acres leased during Q1 FY21
$\checkmark$ Bhagwati Hotels and Resorts -0.26 scres
$\checkmark$ Bansal Oil Mill Ltd - 1.44 acres


Infosys Aerial View


MWC Aerial View

## Creating Economic Value



## Industrial Parks - Origins, Ahmedabad \& North Chennai



## Ahmedabad Project Details: (Ongoing)

- SPV Name: MIPPL
- Location: Village Jansali, on NH - 47 (Ahmedabad Rajkot Highway), Taluka Limbdi, Gujarat.
- Project Approvals: Received
- Construction Progress: Under development.


## North Chennai Project Details: (Ongoing)

- SPV Name: MIPCL
- Location: Ponneri, Thiruvallur, Tamil Nadu
- Project Approvals: Received
- Construction Progress: Under development.


## Recurring Rental Income

| Evolve, MWCJ |  |
| :--- | :---: |
| Total area | 0.431 msft |
| Area leased | 0.375 msft |
| Mahindra Towers, Delhi |  |
| Total area | 0.056 msft |
| Area leased | 0.045 msft |




Evolve, Mahindra World City Jaipur


Mahindra Towers, Delhi

## Financial Update

## Financial Snapshot - MLDL Consolidated

- Statement of Profit and Loss

All figures in Rs. Crs

| Particulars | Q1 FY21 | Q4 FY20 | Q1 FY20 | FY20 |
| :---: | :---: | :---: | :---: | :---: |
| Income |  |  |  |  |
| Income from Operations | 14.3 | 101.4 | 106.2 | 610.9 |
| Other Income | 7.8 | 9.4 | 14.1 | 35.0 |
|  | 22.1 | 110.8 | 120.3 | 645.9 |
| Expenditure |  |  |  |  |
| Operating Expenses | 5.8 | 93.5 | 65.6 | 483.0 |
| Employee Remuneration \& Benefits | 19.9 | 15.9 | 21.5 | 82.2 |
| Finance Costs | 3.7 | 1.3 | 2.3 | 7.6 |
| Depreciation \& Amortisation | 1.8 | 1.9 | 2.0 | 7.7 |
| Administration \& Other Expenses | 8.6 | 43.5 | 15.9 | 102.5 |
|  | 39.8 | 156.0 | 107.2 | 683.1 |
| Exceptional Items* | - | (134.6) |  | (134.6) |
| Profit from Ordinary Activities before Tax /Share in Net Profit/Loss of Associates | (17.7) | (179.8) | 13.2 | (171.8) |
| Share in Net Profit/(Loss) of Associates | (7.0) | (49.6) | 2.0 | (24.5) |
| Profit from Ordinary Activities before Tax | (24.7) | (229.5) | 15.2 | (196.2) |
| Less: Provision for Current Taxation Less : Provision for Deferred Taxation | $1.2$ $\begin{gathered} 1.2 \\ (5.4 \end{gathered}$ | $\begin{gathered} 0.5 \\ \text { (5.3) } \end{gathered}$ | $1.6$ | 4.9 (6)6) |
| Net Profit for the period | (20.5) | (224.7) | 13.1 | (194.6) |
| Less: Minority Interest | (0.5) | (0.8) | 0.2 | (1.1) |
| Net Profit/ (Loss) after Taxes and Minority Interest | (20.0) | (223.9) | 12.9 | (193.4) |

\# Mahindra Homes Private Limited (MHPL), a Joint Venture of the Company, is executing residential projects at NCR and Bengaluru. The residential project in NCR is a Joint Development with the landowner. The project saw a successful launch in 2015 in a buoyant market. The market has thereafter seen muted demand and declining prices. During the year the company also saw significant cancellations of earlier bookings. Consequently, MHPL has valued its balance inventory as per its accounting policies. Similarly, the Company has in turn, based on estimated Net Present Value of forecasted cash flows, provided for impairment of its equity value in MHPL. On a consolidated basis, the impact of impairment is Rs 135 crores, in addition to an impact of Rs 64 crores as Share of Loss from MHPL JV. This has been done as a matter 26 of prudence considering uncertain market conditions

## Financial Snapshot - MLDL Consolidated

- Balance Sheet

| EQUITY \& LIABILITIES | Q1 FY21 | FY 20 |
| :---: | :---: | :---: |
| Equity Share capital | 51.4 | 51.4 |
| Other Equity | 1,629.8 | 1,649.9 |
| Networth | 1,681.1 | 1,701.3 |
| Non Controlling Interest | 41.4 | 41.9 |
| Financial Liabilities |  |  |
| (i) Borrowings | 62.9 | 62.9 |
| (ii) Trade payables |  |  |
| (iii) Other financial liabilities | 2.5 | 2.8 |
| Provisions | 4.4 | 3.8 |
| Deferred tax liabilities (Net) | 2.3 | 7.7 |
| Other non-current liabilities |  |  |
| Non Current Liabilities | 72.1 | 77.2 |
| Financial Liabilities |  |  |
| (i) Borrowings | 172.9 | 144.1 |
| (ii) Trade payables | 120.4 | 127.6 |
| (iii) Other financial liabilities | 79.8 | 85.0 |
| Other current liabitilies | 348.8 | 339.7 |
| Provisions | 14.0 | 9.7 |
| Current Tax Liabilities (Net) | 15.3 | 15.1 |
| Current Liabilities | 751.4 | 721.3 |
| Liabilities associated with assets held for sale | - | - |
| TOTAL | 2,546.0 | 2,541.7 |


| ASSETS | Q1 FY21 | FY 20 |
| :--- | ---: | ---: |
| Property, Plant and Equipment | 9.2 | 11.0 |
| Capital work-in-progress | 12.3 | 12.2 |
| Investment Property | 20.8 | 20.9 |
| Goodwill | 66.0 | 66.0 |
| Other Intangible assets | 0.1 | 0.2 |
| Financial Assets |  |  |
| (i) Investments | 545.9 | 548.2 |
| (ii) Trade receivables | - | - |
| (iii) Loans | 15.4 | 20.5 |
| (iv) Others | 0.1 | 0.1 |
| Deferred tax assets (Net) | - | - |
| Non Current Tax Assets | 58.5 | 56.6 |
| Non Current Assets | $\mathbf{7 2 8 . 5}$ | 735.8 |
|  |  |  |
| Inventories | $1,210.5$ | $1,204.3$ |
| Financial Assets |  |  |
| (i) Investments | 0.0 | 0.0 |
| (ii) Trade receivables | 97.6 | 114.4 |
| (iii) Cash and cash equivalents | 89.6 | 92.5 |
| (iv) Bank balances other than (iii) above | 59.7 | 40.0 |
| (v) Loans | 58.0 | 62.9 |
| (vi) Others | 150.1 | 149.6 |
| Current Tax Assets (Net) | - | - |
| Other current assets | 152.1 | 142.3 |
| Current Assets | $\mathbf{1 , 8 1 7 . 5}$ | $\mathbf{1 , 8 0 5 . 9}$ |
| TOTAL | $\mathbf{2 , 5 4 6 . 0}$ | $\mathbf{2 , 5 4 1 . 7}$ |

## Key Highlights




EBITDA (Rs. Crs) and EBITDA Margin


PAT (Rs. Crs) and PAT Margin


## Key Highlights




# Residential and IC \& IC Business Performance 

## Residential and IC\&IC Business Performance

All figures in Rs Crs unless specified

| Particulars | Residential * | IC \& IC |
| :--- | :---: | :---: |
|  | Q1 FY21 | Q1 FY21 |
| Area Sold (msft) / Land Leased (acres) | 0.08 | 2.50 |
| Sales / Lease Income | 39 | 8 |
|  |  |  |
| Total Operating Income | 18 | 24 |
| EBIDTA | -23 | 10 |
| EBIDTA Margin (\%) | $-124.9 \%$ | $41.2 \%$ |
| PAT | -16.5 | -3.5 |
| PAT Margin (\%) | $-90.6 \%$ | $-14.5 \%$ |
|  |  |  |
| Net worth | 1329 | 603 |
| Debt \# | 421 | 447 |
| Debt Equity Ratio | 0.3 | 0.7 |

Note: The above details are provided for better understanding of the performance of Residential and Industrial segments of the Company. Due care has been taken in compilation of the same by Management.

* All the figures correspond to residential units and includes commercial units, if any.
\# Debt represents funding from Banks/ Fl's / Third Parties. Any contribution made by promoters / strategic partners (including ICDs) is excluded in the debt number.


## Summary of Key Financials by Legal Entities for Q1 FY21

## Key Legal Entities in Residential Business

All figures in Rs. Crs

| Entity Name | Economic <br> Interest | Total <br> Income | EBIDTA | PAT | Debt ${ }^{*}$ | Net Worth |
| :--- | :---: | ---: | ---: | ---: | ---: | ---: |
| MLDL | $100.0 \%$ | 11.2 | $(12.5)$ | $(12.1)$ | 139.4 | $1,484.3$ |
| MHPL^ | $50.0 \%$ | 7.9 | $(0.1)$ | $(2.2)$ | 113.6 | 424.4 |
| MBDL | $100.0 \%$ | 2.5 | $(0.5)$ | $(0.4)$ | -1 | $(3.8)$ |
| MITL | $96.3 \%$ | 0.4 | $(1.4)$ | $(2.9)$ | 88.3 | 65.2 |
| MRDL | $96.3 \%$ | 3.3 | 1.1 | 0.8 | - | 92.2 |
| MHDL^ | $25.0 \%$ | 0.1 | $(6.4)$ | $(7.7)$ | 80.0 | $(31.2)$ |

## Key Legal Entities in IC \& IC Business

| Entity Name | Economic <br> Interest | Total <br> Income | EBIDTA | PAT | Debt ${ }^{*}$ | Net Worth |
| :--- | :---: | ---: | ---: | ---: | ---: | ---: |
| MWCDL^ | $89.0 \%$ | 9.5 | 3.9 | $(1.8)$ | 281.9 | 138.8 |
| MWCJL^ $^{\text {MIPCL^ }}$ | $74.0 \%$ | 15.0 | 8.0 | 0.4 | 52.4 | 304.6 |
| MIPPL^ $^{2}$ | $53.4 \%$ | - | $(1.2)$ | $(1.6)$ | 112.2 | 171.6 |

[^2]
## Annexures

## Structure Overview



Note: Overview includes asset owning SPVs only. Shareholding percentage are based on common equity capital in SPVs as on December 2019.
Numbers are rounded to the nearest percentage. \# MIPPL is a strategic partnership between MLDL and IFC.

## Management Structure



Sr.GM - Business Development

Ashvin lyengar


Chief Legal Officer

## Parveen

 Mahtani



Chief Marketing Officer


Viral Oza

## Completed Projects

| Location | Name of the Project | $\begin{gathered} \text { Area } \\ (\mathrm{mn} \mathrm{sqm}) \end{gathered}$ | $\begin{aligned} & \text { Area } \\ & \text { (msti) } \\ & \hline \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| Mumbai | Eminente | 0.05 | 0.58 |
|  | Splendour | 0.07 | 0.78 |
|  | Vivante | 0.01 | 0.16 |
|  | Mahindra Park | 0.02 | 0.19 |
|  | Mahindra Heights | 0.01 | 0.06 |
|  | Mahindra Gardens | 0.03 | 0.36 |
|  | Great Eastern Links | 0.03 | 0.35 |
|  | Great Eastern Gardens | 0.05 | 0.49 |
|  | Faiminds | 0.00 | 0.01 |
|  | Happinest Boisar | 0.05 | 0.52 |
| Pune | Royale | 0.06 | 0.63 |
|  | The Woods | 0.05 | 0.53 |
|  | Great Eastern Plaza | 0.01 | 0.15 |
|  | Retreat | 0.00 | 0.04 |
|  | Nest | 0.01 | 0.09 |
|  | Le Mirage | 0.01 | 0.12 |
|  | Antheia I, II, IIIA, IIIB \& IIIC | 0.14 | 1.49 |
|  | L'Artista | 0.01 | 0.09 |
|  | Mspace | 0.00 | 0.02 |
| Nagpur | Bloomdale I, \|IA, |IB, |IB-2, |IC, IIIA, |IIC-1 \& |IID-2 | 0.09 | 0.99 |


$\left.$| Location | Name of the Project | Area <br> $(\mathrm{mn}$ sqm |
| :--- | :--- | ---: | ---: | | Area |
| :---: |
| (msiti) | \right\rvert\,

Total Development* : 1.62 mn sqm ( 17.47 msft )


## Geographic presence of residential business

Mid-Premium Happinest
16.47
2.18
3.52
10.44
32.61
3.13

* Does not include projects completed by GESCO. \# Refers to IT Park, Evolve developed by Mahindra World City Jaipur Ltd.
** Data represents estimated saleable / leasable area. \#\# Includes 0.23 msft developed by Mahindra

World City Chennai Developers Ltd.


Mid-Premium Happinest
$2.98 \quad 0.52$
0.27
0.68
0.94
4.87
0.52
1.24
0.64
$2 . \overline{-}$

Please refer "Glossary" for definitions on Completed, Ongoing, Forthcoming and Land inventory Classification of area.
a. NCR includes Delhi, Gurgaon and Faridabad
b. MMR includes Mumbai, Thane, Boisar, Palghar, Kalyan and Alibaug.

## Glossary

## Classification of projects is as under:

a. Completed: projects where construction has been completed and occupancy certificates have been granted by the relevant authorities
b. Ongoing: projects where (i) all title or development rights, or other interest in the land is held either directly or indirectly by the Company/subsidiaries of the Company/joint ventures of the Company/consolidated partnership firms of the Company; (ii) if required, all land for the project has been converted for the intended use; (iii) the requisite approvals for commencement of construction have been obtained
c. Forthcoming: projects in respect of which (i) all title or development rights or other interest in the land is held either directly or indirectly by the Company/subsidiaries of the Company/joint ventures of the Company/consolidated partnership firms of the Company; (ii) if required, applications have been made for conversion of use for the land for the intended use; (iii) preliminary management development plans are in place; and (iv) architects have been identified
d. Land Inventory: land in which any of the Company/subsidiaries of the Company/joint ventures of the Company/consolidated partnership firms of the Company hold interest, but on which there is no planned development as of the date hereof

| Actis | Actis GP LLP |
| :--- | :--- |
| DTA | Domestic Tariff Area |
| HDFC |  |
| Capital | HDFC Capital Affordable Real Estate Fund-1 |
| IC\&IC | Integrated Cities and Industrial Cluster |
| IIC | International Finance Corporation |
| IND AS | Indian Accounting Standards |
| KTL | Knowledge Township 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 |  <br> Investment Corporation Limited |
| SEZ | Special Economic Zone |
| TIDCO | Tamil Nadu Industrial Development <br> Corporation Limited |

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## Thank You

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[^0]:    Disclaimer:
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[^1]:    *Completed Development does not include projects completed by GESCO and includes commercial units that are part of residential development
    ** Data represents estimated saleable area including JD partner's share, wherever applicable; includes commercial space completed in residential projects
    *** Leasable area is based on management estimates.

[^2]:    Note: All numbers are for respective SPV's on standalone basis and are aggregated without considering any inter-company eliminations.
    \#: Debt number represents borrowing from Bank/Institutions/Third Parties and does not include borrowings from group entities, promoter and strategic partners as applicable in various entities.
    $\wedge$ : The entities are classified as JVs and are not consolidated in MLDL consolidation.

