









Mahindra LIFESPACES

Corporate Presentation Q4 FY2021



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The Company uses carpet areas as per RERA in its customer communication. However, the data in saleable area terms has been referred in this presentation, to enable continuity of information to investors and shall not be construed to be of any relevance to home buyers / customers. The information given in this Presentation does not purport or tantamount to any disclosure under RERA and should not be construed to be or constitute advertisements, solicitations, marketing, offer for sale, invitation to offer, invitation to acquire including within the purview of RERA.

The Company's operations have been impacted by the COVID-19 pandemic. Considering the evolving nature of the pandemic, its actual impact in future could be different from that estimated as at the date of this Presentation. The Company will continue to monitor any material changes to future economic conditions.

The operating numbers mentioned in the Presentation are for the Company and its subsidiaries / joint ventures / associates engaged in the real estate business (mainly MLDL, MHPL, MBDL, MITL, MRDL, MHDL, MWCDL, MWCJL, MIPCL & MIPPL)

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MLDL Overview

Snapshot

Operational Highlights

- Residential Business
- IC & IC Business

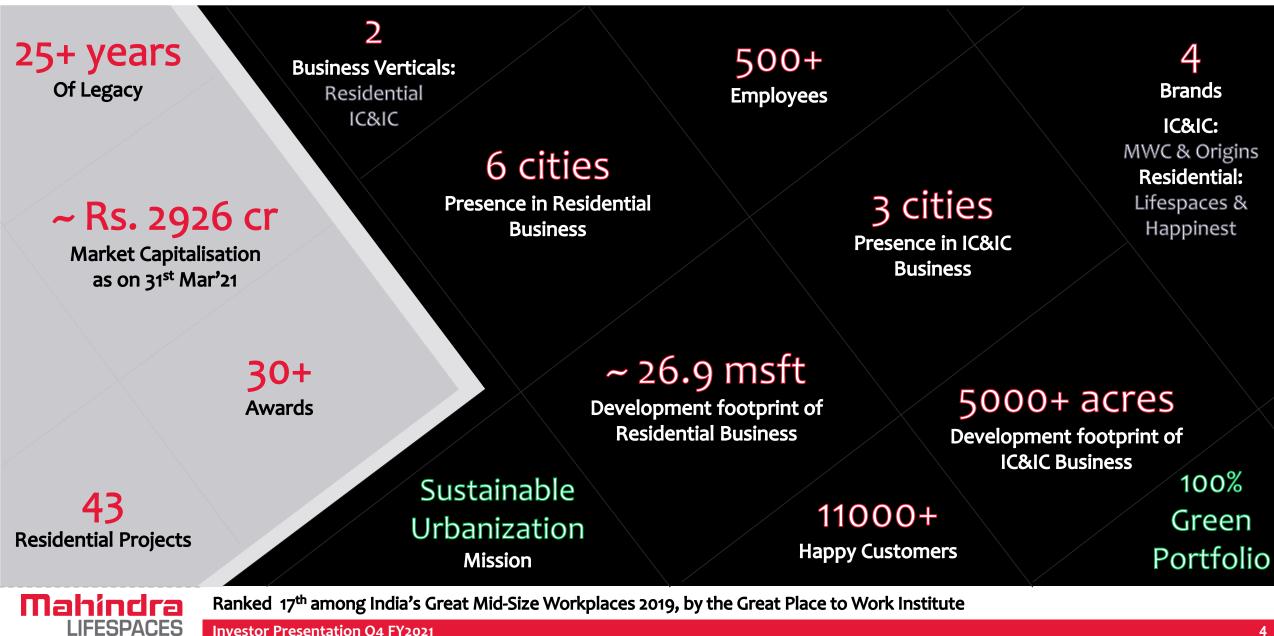
Evolution

Awards and Recognition

Sustainability

MLDL Snapshot

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



MLDL Operational Highlights | Residential Business

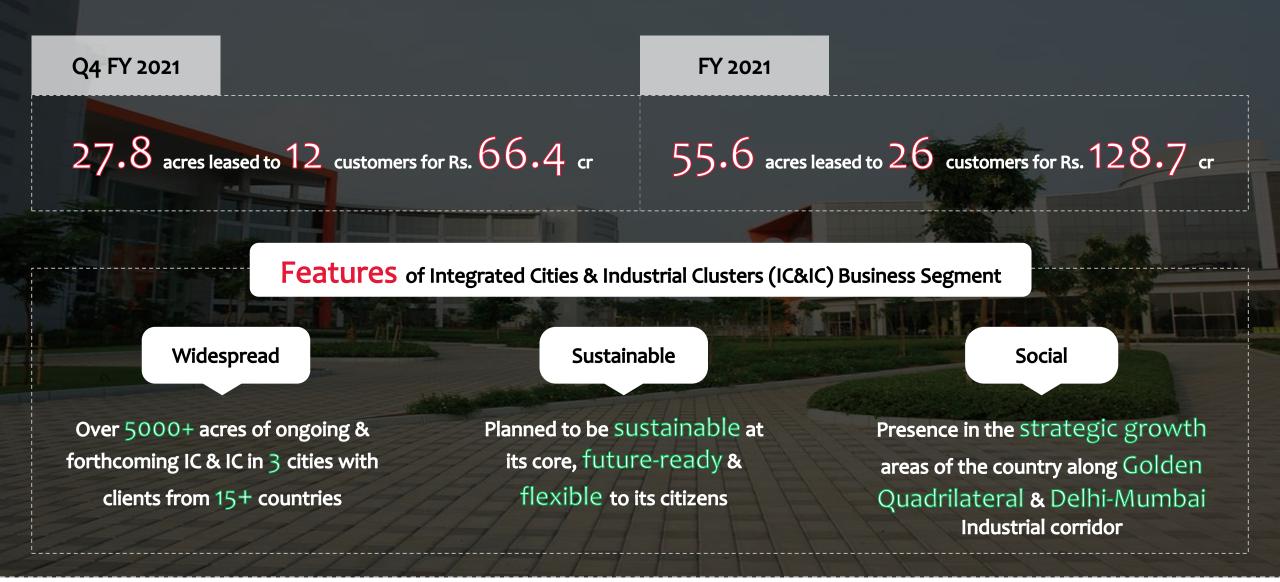


Mahindra LIFESPACES

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

MLDL Operational Highlights | Integrated Cities & Industrial Clusters

Leading Integrated Industrial Ecosystem : 5 Destinations, 1 Motive - MAKE IN INDIA



Providing an integrated environment for Livelihood, Living and Life

Investor Presentation Q4 FY2021

Mahindra

LIFESPACES

MLDL EVOLUTION

Progressing on our way to achieve core purpose of following triple bottom line philosophy viz., People, Planet and Profit.

Entry	 Merger MWC Chennai Launch 	MWC Jaipur Launch	• SCM JV• Happinest Launch	• Sumitomo JV• TERI Partnership	 Financial Partnership Rights Issue Origins Launch 	 Origins Chennai Launch Origins Ahmedabad development IFC Partnership 	• 100+ clients
1994	2001-2002	2007	2013-2014	2015-2016	2017-2018	2019 - 2020	2021 onwards
Mahindra Group forays into the real estate business as Mahindra Realty & Infrastructure Developers Limited (MRIDL)	 MRIDL and GESCO merge to form Mahindra Gesco Developers Ltd. Launches its first large format integrated business city - Mahindra World City (MWC), Chennai 	Launch of second World City at Jaipur	 JV with SCM Real Estate (Singapore) Pvt. Ltd. for residential project development Launch of new business vertical - Happinest focused on low-cost housing 	 JV with Sumitomo Corp. for establishing industrial park in North Chennai. Partnered with TERI to set up Mahindra TERI Centre of Excellence for Sustainable Habitats 	 Partnered with IFC & HDFC Capital Rights Issue of Rs. 300 cr Launched Industrial Clusters brand – 'ORIGINS' 	 Launch of Origins Chennai Commenced development in Origins Ahmedabad Partnered with IFC for MWC Jaipur and Origins Ahmedabad 	• Achieved milestone of 100+ clients in MWC Jaipur

Mahindra LIFESPACES

Transforming urban landscapes by creating inspiring workplaces and sustainable communities

MLDL AWARDS AND RECOGNITIONS

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



1. MWC Chennai recognised as **'Best Industrial Park'** at Business Today 'Business Leaders of State Awards 2021'

2. Awarded in the **'Corona Warriors'** category at the CIDC Vishwakarma Awards 2021.

2020

 MWC in Chennai and Jaipur recognized as most promising global free zones by fDi magazine
 One of India's Top Builders at the 15th Construction World Architect & Builder Awards 2020

2019

1. Ranked 17th in the list of **Great Places to** Work in India, in the 'Mid-sized Companies' category

2. fDi Global Free Zones of the Year 2019 - bespoke award in deployment of technology

2018

 Ranked among the 'Top 100 Best Companies for Women in India'
 Construction World Architect and Builders Award, One of India's Top Builders

2017

 Ranked 29th in the list of Great Places to Work in India, in the 'Mid-sized Companies' category
 Best PPP model (Mahindra World City)

2016

Porter Prize For Excellence In Governance
 MLDL ranked 2nd in Asia, in the
 'Diversified'/'Listed' category of real estate
 companies, in the Global Real Estate Sustainability
 Benchmarking (GRESB) report

Mahindra LIFESPACES

Consistent performance in various fields will help us lead

MLDL SUSTAINABILITY

1st & only Indian Real Estate Company to publish a Sustainability Report

 \sim 22+ msft certified developments



certified residential and IC&IC projects

CSR Budget allocated for Environment, Education, Health & Community Development initiatives To us green is not just a colour, it's a commitment



Recognized by GRI, GRESB, CDP & TCFD

CDP B rank in Climate Disclosure & CDP A Rank in Supply Chain Plan to become carbon neutral by 2040, signatory to SBTi

Mahindra TERI Center of Excellence for research on environment related activities

Founding member of Sustainable Housing Leadership Consortium (SHLC)

Green Army: mission to create 1 million caring citizens Launched Online module due to Covid-19

ESG Initiative: **1. Environment** - Build Ecological Capital **2. Social** - Build Social & Human Capital **3. Governance** - Build Financial Capital



1st position for Sustainability Performance



MWC Chennai is India's first certified zero waste to landfill city



Zero waste-water discharge at all facilities



MWC Jaipur received C40 Stage 2 Certification



2nd position in Corporate Social Responsibility



Only company with 100% Green Portfolio

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MLDL Overview

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MLDL IC & IC

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MLDL Leadership

2 MLDL Residential

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Residential In Detail

New Launches

Ongoing Projects

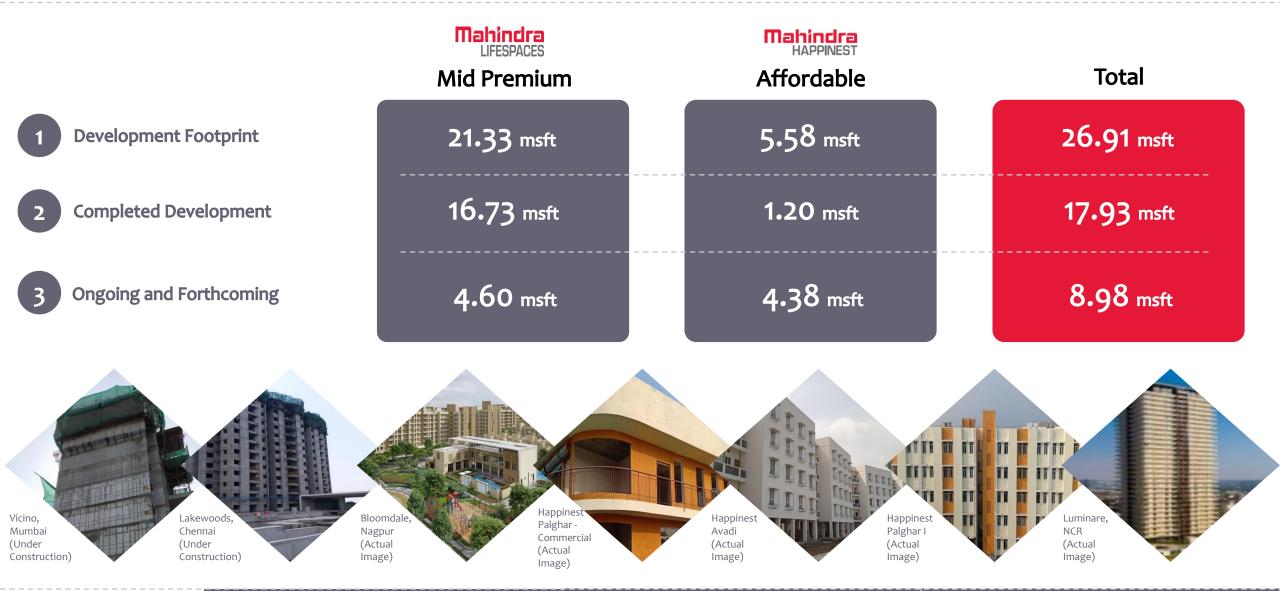
Forthcoming Projects Ready To Move Inventory

Sustainable Future Cash Flows

Robust Technology

MLDL RESIDENTIAL | INTRODUCTION

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



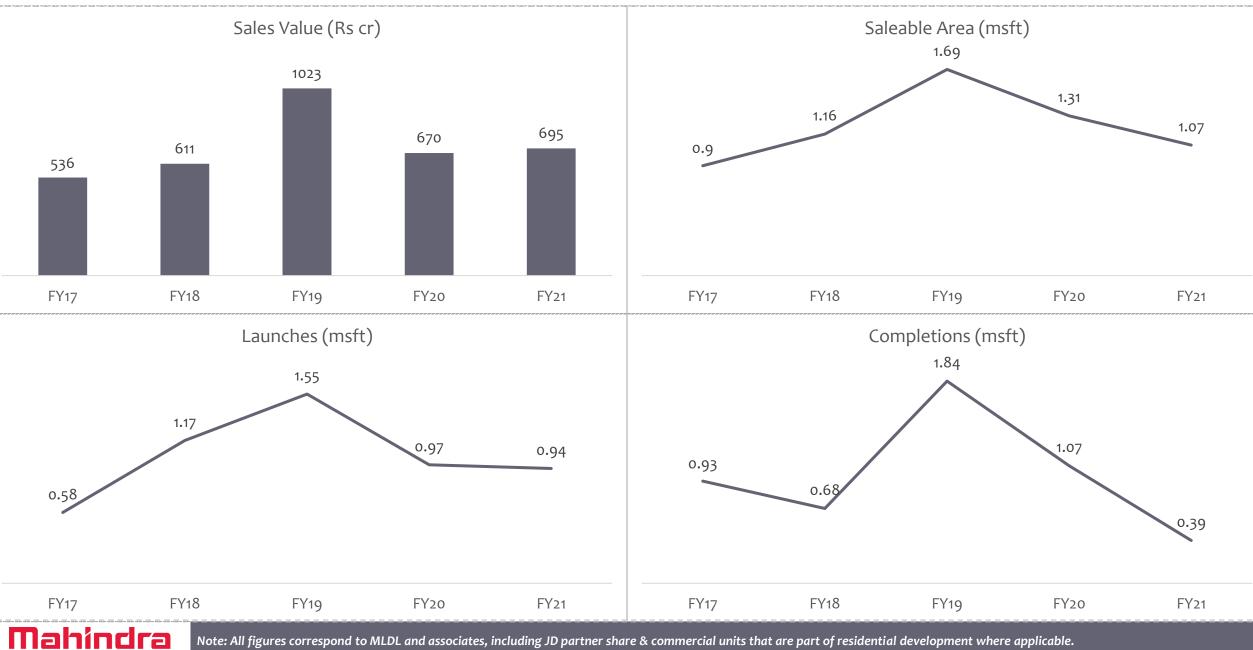
Mahindra LIFESPACES

Targeting metropolitan cities like Pune, MMR, Bengaluru

Non-speculative land acquisition in well developed corridor

Focus on differentiated products and customer experience

MLDL RESIDENTIAL | IN DETAIL



Investor Presentation Q4 FY2021

LIFESPACES

MLDL RESIDENTIAL | NEW LAUNCHES

Significant contribution (Rs. 259 cr) to FY21 sales





Project under Joint Development (JD) & includes JD partner share. 1 * 692 units

* 692 units registered with RERA, of which 440 units have been launched for sale.

MLDL RESIDENTIAL ONGOING PROJECTS

Mid-Premium Housing (Lifespaces)

Location	Project Name	Salesable Area (msft)	Area Sold (msft)
	Roots	0.14	0.10
MMR	Vicino	0.18	0.07
	Alcove #	0.15	0.04
	Serenes	0.06	0.00
Pune	Centralis	0.34	0.34
Nagpur	Bloomdale	0.55	0.42
NCR	Luminare #	0.41	0.17
Chennai	Aqualily	0.16	0.00
	Lakewoods	0.28	0.22
	TOTAL	2.27	1.36

Affordable Housing (Happinest)

Location	Project Name	Salesable Area (msft)	Area Sold (msft)
	Happinest Palghar Ph1	0.29	0.23
MMR	Happinest Palghar Ph2	0.18	0.09
	Happinest Kalyan	0.84	0.67
Pune	Happinest Tathawade	0.51	0.26
Chennai	Happinest Avadi	0.18	0.18
	TOTAL	2.00	1.43



Note: Above figures are based on saleable area including JD partner's share wherever applicable.

Project under Joint Development (JD)

MLDL RESIDENTIAL | FORTHCOMING PROJECTS

Subsequent Phases of Existing Projects

Location Project Name		Estimated Saleable Area (msft)
	Vicino	0.09
MMR	Alcove #	0.24
	Serenes	0.09
	Happinest Palghar 2	0.18
Pune	Happinest Tathawade	0.68
NCR	Luminare #	0.43
	Aqualily	0.07
Chennai	Lakewoods	0.62
	Happinest Avadi	0.02
TOTAL		2.42

LocationProject NameEstimated Saleable Area
(msft)MMRNew Project (Kalyan)1.09BengaluruNew Project (Kanakpura)0.79ChennaiMWC Chennai Residential 210.41

New Projects

~ 5.74* msft
Land Inventory
(not included above)4.71 msft
Total Forthcoming
Projects Area~ 2.33 msft
Forthcoming in
Mid-Premium~ 2.38 msft
Forthcoming in
Affordable

TOTAL

Mahindra LIFESPACES

Project under Joint Development (JD).

Est. saleable area includes JD partner's share wherever applicable.

* Land Inventory has been reassessed, basis changes in development plan comprising of Plotted development and conversion of land for Industrial end use.

2.29

MLDL RESIDENTIAL | READY TO MOVE INVENTORY

Location	Project Name	Company	Balance units to sell
MMR	Happinest Boisar	MLDL	94
	Happinest Palghar 1	MHDL	34
Bengaluru	Windchimes	MHPL	8
Chennai	Aqualily Apts	MRDL	2
TOTAL			138

Happinest Boisar



Happinest Palghar I



Windchimes



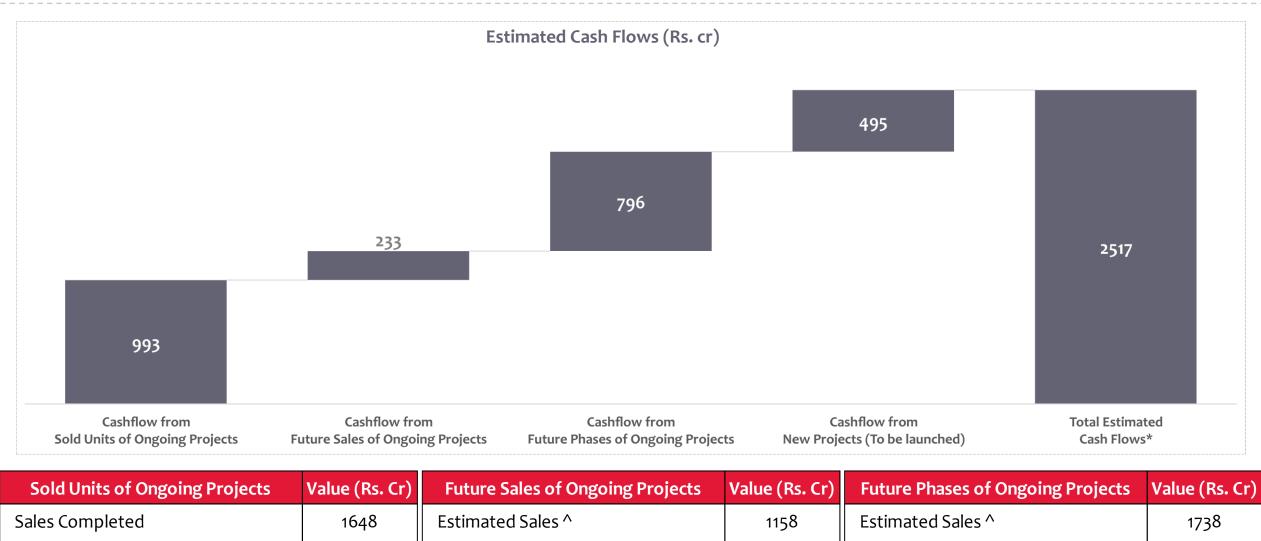
Aqualily Apts





Note: All figures correspond to MLDL and associates, including commercial units that are part of residential development where applicable.

MLDL RESIDENTIAL | SUSTAINABLE FUTURE CASH FLOWS



Less: Estimated Construction Cost #

Net amount to be collected

Mahindra

Net amount to be collected

LIFESPACES

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* Not include cash flow potential of "Land Bank".

655

993

^ From finished goods and balance inventory. Estimated sales value is based on management estimates considering current price realisation for respective projects.

925

233

Construction costs are based on management estimates.

Less: Estimated Construction Cost #

Net amount to be collected

942

796

MLDL RESIDENTIAL | ROBUST TECHNOLOGY

nPulse

- Project Life Cycle Management (Integrated with SFDC & SAP)
- Budget Management
- Schedule Management
- Resource Planning
- Quality

SAP HANA

- ERP
- Financials
- Taxation
- Budget Management
- MM & Procurement

SFDC

- Lead and Customer Management
- Demands & Collections
- Customer Communication
- Customer Connect & Feedback (MLIFE Mobile App, Menu based Chatbots)
- Reporting & Dashboards

HappiEdge (Integrated with SFDC)

Channel Partner Connect

IRIS

Customer Acquisition
 (Landing Pages, Social Handles, 99acres)

Mahindra LIFESPACES

MLDL is future ready for technological implementation across all business functions Investor Presentation Q4 FY2021

salesforce

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3 MLDL IC & IC

Introduction

MWC Highlights

MWC In Detail

Sustainable & Resilient amidst Covid-19

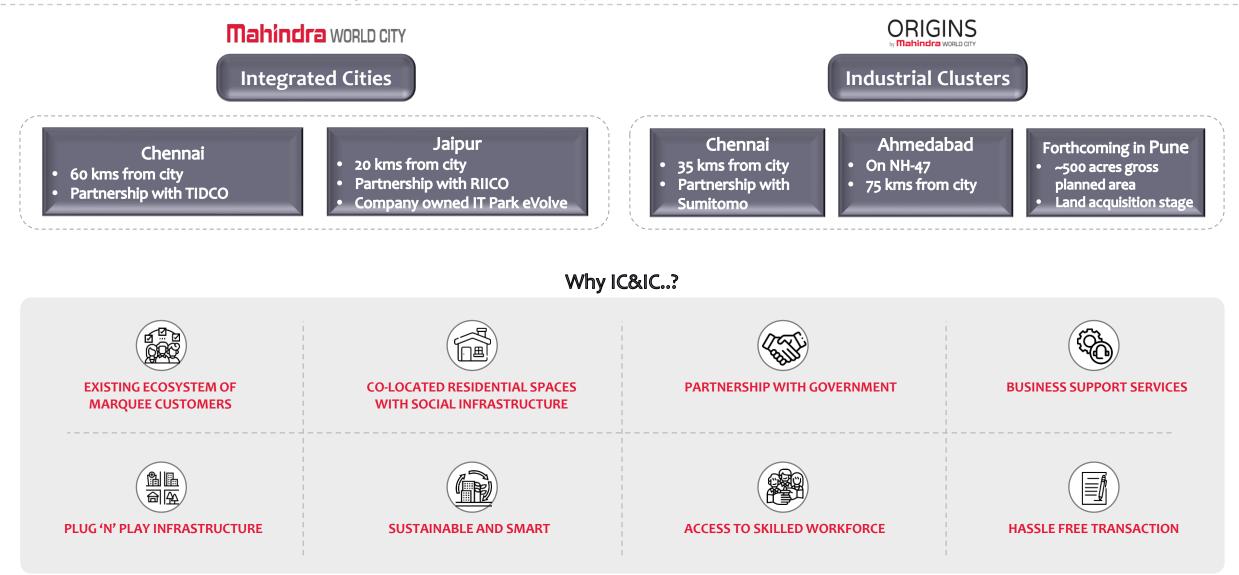
ORIGINS

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MLDL IC & IC | INTRODUCTION

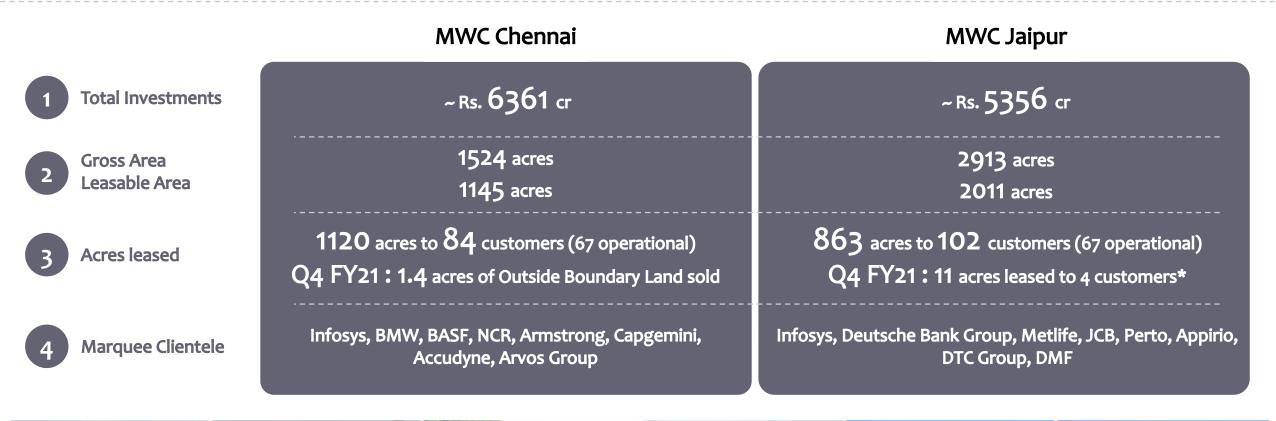
Pioneer in this business with PAN India presence across Golden Quadrilateral and Delhi Mumbai Industrial Corridor



Mahindra Focus on accelerated leasing across all locations with clients from US, Korea, Japan, Germany & others LIFESPACES

MLDL IC & IC | MWC HIGHLIGHTS

Started in 2002, MWC is India's first integrated business city planned as a single destination for both domestic and global companies





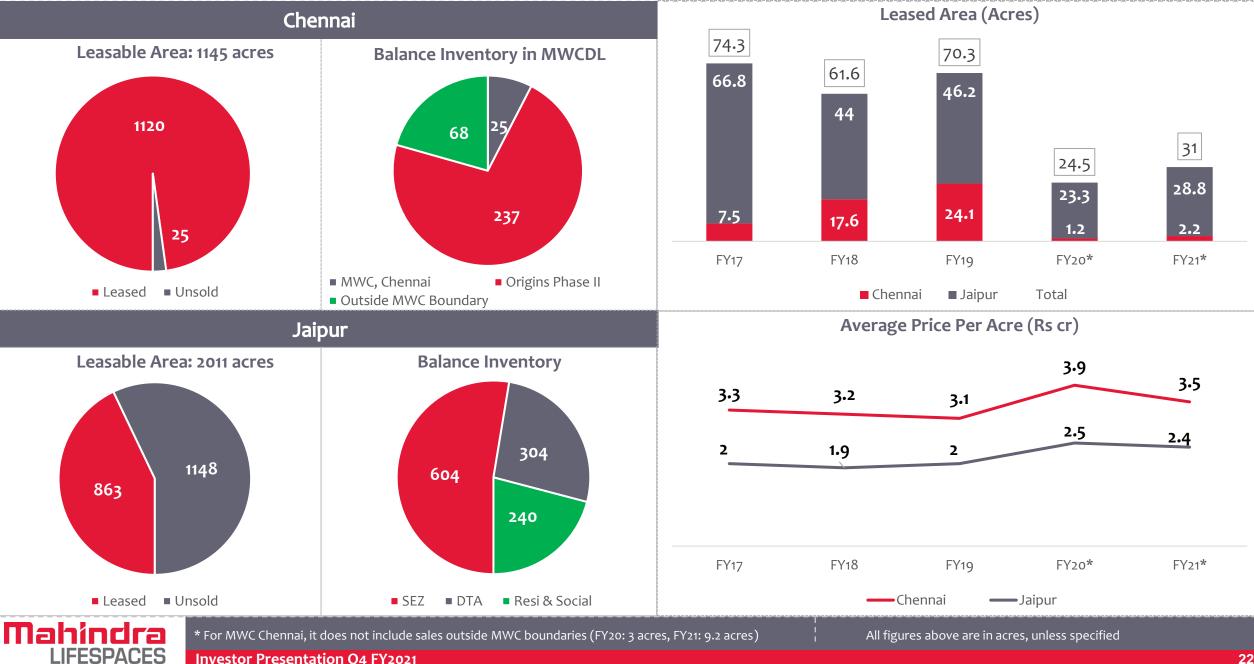
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MWC comprises of co-located Special Economic Zones, Domestic Tariff Areas and Residential & Social Infrastructure Zone

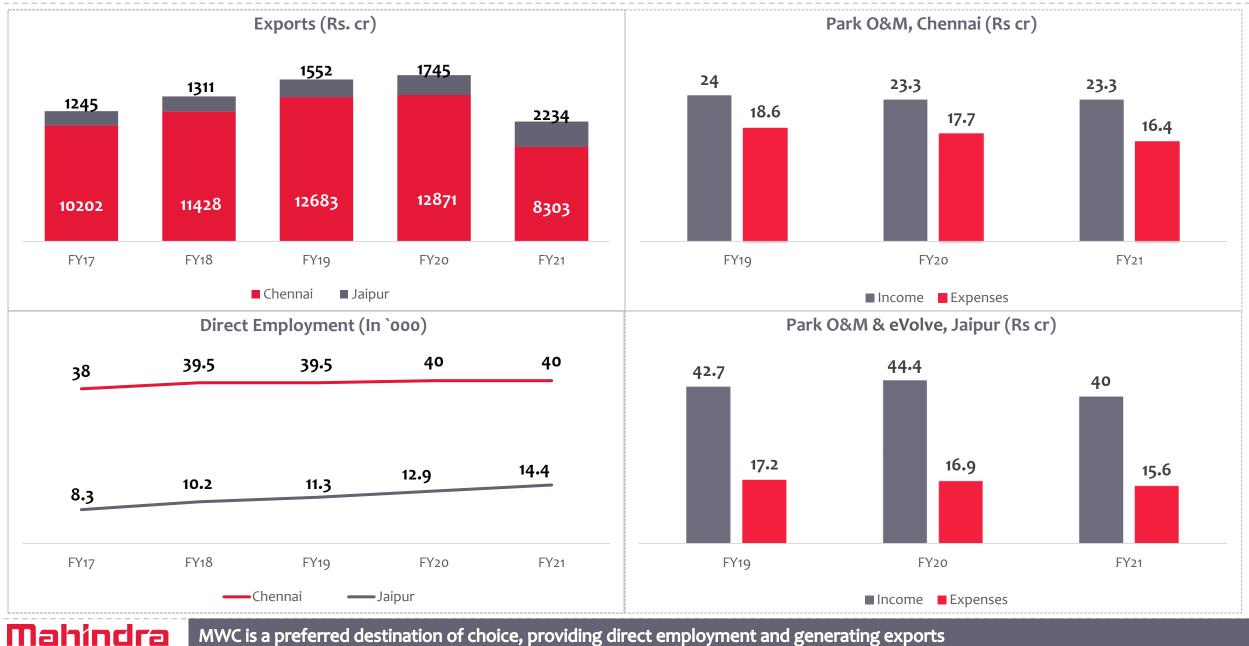
Investor Presentation Q4 FY2021

* Golden Harvest Warehousing LLP, Gurbani Ventures LLP, Laxmi Ideal Interiors and Advanced Technology Consulting Service Pvt. Ltd.

MLDL IC & IC | MWC IN DETAIL



MLDL IC & IC | MWC IN DETAIL



MWC is a preferred destination of choice, providing direct employment and generating exports

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LIFESPACES

MLDL IC & IC | MWC - SUSTAINABLE & RESILIENT amidst COVID-19

Actionable & Rapid response ensuring safety, well-being and business continuity



Corona Warrior CIDC Vishwakarma Awards 2021

Ensuring quicker business resumption amid Covid-19

- · Sanitized operations and nil / minimum commute for workers
- Access controls at all entry points for the safety of workers
- Proximity to national highways and ports for supply chain continuity
- 97 out of 126

companies

operations resumed during unlock 1 in Chennai and Jaipur.

Prevented labor migration

- Formation of Task Force to monitor labor movement
- Uninterrupted supply of food / essential items at labour camps
- Supply of medical gears such as masks, sanitizers and medicines
- Strict adherence to all
- - Govt directives & SOP's

Ensuring employee safety & well-being

- Thermal Scanning & Vehicle disinfectant treatment at all entry gates
- Vaccination drive for Employees, Vendors & Workmen
- Awareness & training sessions
- Emergency response teams to provide immediate response

Improved Customer Confidence

- MWC Chennai:
- 1. FY 21 CSS score has
 - moved to 89 from 61
- 2. FY 21 CAP score has moved to 94 from 30
- **MWC Jaipur:** ٠
- 1. FY 21 CSS score has moved to 88 from 84
- 2. FY 21 CAP score has
 - moved to 76 from 72

Testimonials

We never felt a niggle while moving to Mahindra SEZ during lockdown. They offered us support that truly was above and beyond their duties. Keeping the facility operational and safe could not have been possible without handholding & consulting support from Mahindra World City."

Mr. Mukul Gupta Head Operation, Information Security and Quality The advantages of operating within an integrated ecosystem have never been more apparent. Considering the challenges of reopening our factories at the peak of lockdown, I think we did a pretty good job and having Mahindra World City Jaipur handhold us all the way eased up things so much.

> Mr. Shirish Jain **Executive Vice President, KnitPro**

Truly we could start quickly and efficiently during Covid lockdown to meet overseas demand. Thanks to Team Mahindra, they ensured Covid-19 precautions are in place before people start coming to the park. All Govt. guidelines were circulated to industry members. Safety & hygiene is the highest priority for everyone at MWCJ. Business continuity and Resilience planning has been the core value demonstrated by MWCJ during Covid-19. Truly it is one if its kind, integrated & sustainable business city. Keep up the good work.

Mr. Abhinav Banthia Director, Manu Yantralaya Pvt. Ltd.

Mahindra LIFESPACES

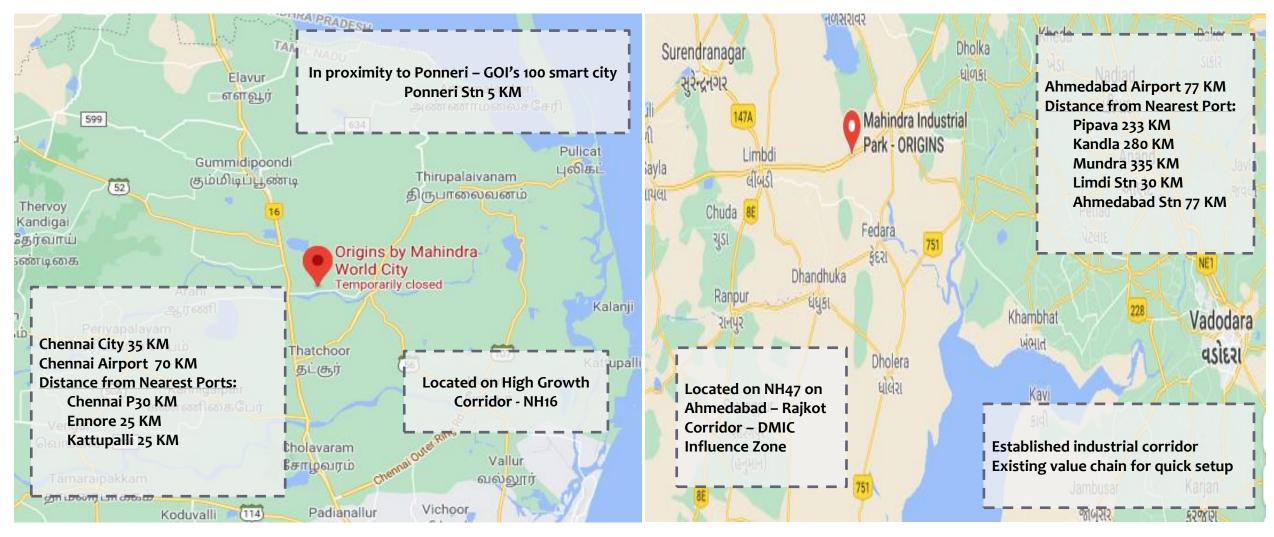
CSS stands for Customer Satisfaction Survey & CAP stands for Customer As Promoter

MLDL IC & IC | ORIGINS

Robust Industrial ecosystem, created to empower businesses to achieve transformative and accelerated growth by offering industrial clusters of international standards

ORIGINS Chennai

ORIGINS Ahmedabad



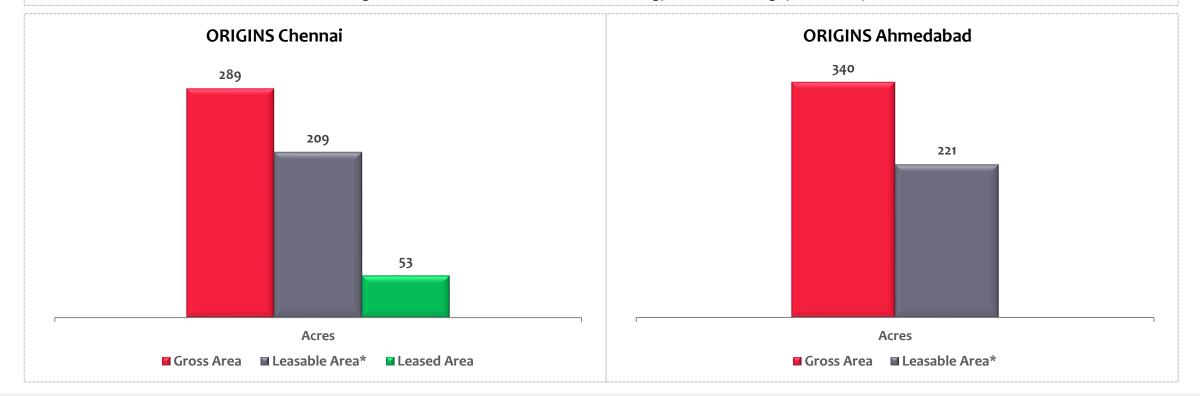
Mahindra LIFESPACES

ORIGINS PUNE is forthcoming with gross planned area of ~500 acres; currently in land acquisition stage

MLDL IC & IC | ORIGINS

In Q4 FY21 : ORIGINS Chennai leased 15.4 acres to 5 customers.

USUI Susira International Pvt. Ltd., Track Design India Pvt. Ltd., INTJR Precision Technology Pvt. Ltd., Autogrip Machinery India Pvt. Ltd. and Masano Seiki Pvt. Ltd.







* Leasable area is based on management estimates

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Consolidated Results

MLDL CONSOLIDATED RESULTS

MLDL Consolidated Results (Rs. Cr)			
(As per IND AS)	Q4 FY21	Q3 FY21	Q4 FY20
Income from Operations	56.0	65.2	101.4
Other Income	2.1	5.0	9.4
Total Income	58.1	70.2	110.8
Profit/(Loss) Before Tax & Share in Net Profit/(Loss) of Associates	-38.5	-18.3	-179.8
Share in Net Profit / (Loss) of Associates	4.9	10.6	-49.6
Profit Before Tax	-33.6	-7.7	-229.5
Net Profit/(Loss) for the period	-27.8	-9.7	-224.7
Net Profit/(Loss) after Non-Controlling Interest	-27.2	-11.2	-223.9

MLDL Consolidated Results (Rs. Cr)			
(As per IND AS)	FY21	FY20	FY 19
Total Income	187.8	645.9	653.9
EBIDTA**	-59.8	-46.3	159.5
Net Profit/ (Loss) after Non-Controlling Interest	-71.7	-193.4	119.7
Net Debt to Equity Ratio	0.07	0.06	-0.03
Cost of Debt	7.1%	8.7%	9.1%
Net Worth (excluding Non-Controlling Interest)	1631.1	1701.3	1929.5



** EBITDA includes Other Income and Share of Profits from JV and Associates

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Management

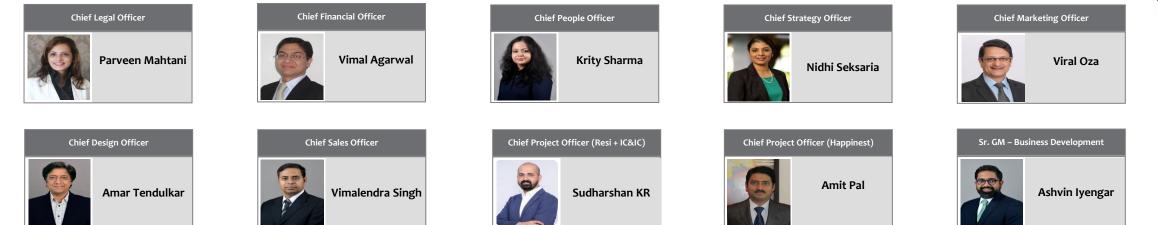
Directors

4 MLDL Financials



MLDL LEADERSHIP | MANAGEMENT

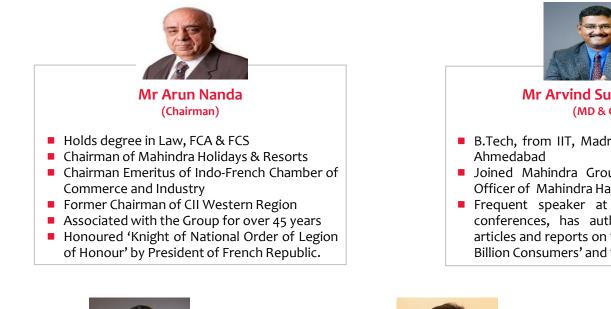






Above is as on the day of Board Meeting : 12th May 2021

MLDL LEADERSHIP | DIRECTORS





Mr Arvind Subramanian (MD & CEO)

- B.Tech, from IIT, Madras and MBA from IIM,
- Joined Mahindra Group as Chief Executive Officer of Mahindra Happinest in 2018
- Frequent speaker at industry events and conferences, has authored several op-eds, articles and reports on 'Digital India', the 'Next Billion Consumers' and 'Future of Real Estate'



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



Mr S Durgashankar (Non-Executive, Non-Independent Director)

- CA, Alumni of Harvard Business School -Advanced Management Program
- President Group Controller of F&A, M&M Ltd
- Chairman of Mahindra Integrated Business Solutions Pvt. Ltd., Mahindra North American Technical Centre Inc. USA and Mahindra Vehicle sales and Service Inc. USA



Mr. Ameet Hariani (Non-Executive, Independent Director)

- Holds master's degree in Law from the Mumbai University
- Director of Capricon Realty, Batliboi Ltd. and Ras Resorts.
- Member of Bombay Incorporated Law Society; Law Society of England & Wales; Law Society of Singapore; Bar Council of Maharashtra: Bombay Bar Association.



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 Bharat Shah (Non-Executive, Independent Director)

- B.Sc. from Mumbai University & H.N.D. in Applied Chemistry
- Chairman of HDFC Securities Limited, 3M India Limited and Exide Industries Ltd.
- Executive Director and founding member of HDFC Bank Ltd.; currently advisor to HDFC Bank Ltd. since 2013.



Above is as on the day of Board Meeting: 12th May 2021

THANK YOU

Investor Relations Contact

Mr. Sumit Kasat Sr. General Manager – Finance & Investor Relations Phone : +91-22-67478645 Email: kasat.sumit@mahindra.com Ms. Ruchika Jain Manager – Investor Relations & Business Analytics Phone : +91-22-67478693 Email: jain.ruchika@mahindra.com

Mahindra Lifespace Developers Limited CIN L45200MH1999PLC118949 5th Floor, Mahindra Towers, Worli, Mumbai - 400 018. Tel: 022 6747 8600/ 6747 8601 | Fax: 022 2497 5084

GLOSSARY

MIPPL

MITL

Mahindra Industrial Park Private Limited

Mahindra Integrated Township Limited

,		Classification	of projects is as	under:		
construction has been completed and occupancy certificates have been granted by the relevant authorities Company/subsidiaries Company/consolidated partnership firms Company; (ii) if requires for the project h converted for the inte (iii) the requisite app commencement of co		Company; (ii) if required, all land	which (i) or other either d Company Company firms of application intended manager	y/consolidated partnership the Company; (ii) if required, ons have been made for on of use for the land for the use; (iii) preliminary ment development plans are in nd (iv) architects have been	d. Land inventory: land in which any of the Company/subsidiaries of the Company/joint ventures of the Company/consolidated partnership firms of the Company hold interest, but on which there is no planned development as of the date hereof	
CDP	Climate Disclosure Project		MLDL	Mahindra Lifespace Developers Lim	ited	
DTA	Domestic Tariff Area		MMR	Mumbai Metropolitan Region		
GRESB	Global Real Estate Sustainabilit	y Benchmark	MRDL	Mahindra Residential Developers Limited		
GRI	Global Report Initiative		MSFT	Million Square Feet		
IC & IC	Integrated Cities & Industrial Cl	usters	MWC	Mahindra World City		
IFC	International Finance Corporation	ion	MWCDL	Mahindra World City Developers Limited		
IND AS	Indian Accounting Standards		MWCJL	Mahindra World City (Jaipur) Limite	d	
M&M	Mahindra & Mahindra Limited		NCR	National Capital Region		
MBDL	DL Mahindra Bloomdale Developers Limited		RIICO	Rajasthan State Industrial Development & Investment Corporation Ltd.		
MHDL	DL 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		

TIDCO

MLDL

Tamil Nadu Industrial Development Corporation Ltd.

Mahindra Lifespace Developers Limited