



# Investor Relations Quarterly Update

October – December , 2011

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# Q3 FY12 Highlights

Mahindra Lifespaces enters a new city, Nagpur with the launch of its project Bloomdale ( a 70:30 JV between MLDL and BEBL )

Highest Sales in a Quarter achieved -Rs. 3020 mn

MWC, Chennai pioneers the commissioning of a 75 Kw capacity off grid solar power plant.

Genpact signs up for space in the recently completed Building (B1) @ Evolve , MWC Jaipur



# Projects Snapshot

Location	Completed	Ongoing	Forthcoming	Land bank
Chennai	0.59	1.49	0.95	11.00
Mumbai	3.14	0.78	0.35	0.69
Pune	1.56	-	1.60	0.30
NCR	1.68	1.24	-	
Nagpur		0.24	1.29	
Hyderabad			1.00	
Nasik				0.60
Bangalore	0.05			
<b>TOTAL</b>	<b>7.02</b>	<b>3.75</b>	<b>5.19</b>	<b>12.59</b>

All areas in mn sq.ft.

# Ongoing Projects Status

Location	Project Name	Company	MLDL Holding	Total Development Launched		Last Base Selling Price (Rs./sq.ft)	% sold (units)	% Completion	Completion date
				mn sft	units				
Mumbai	Eminente Aspen	MLDL	100%	0.15	68	10,350	100%	62%	Dec 2012
	Eminente Angelica	MLDL	100%	0.15	67	9,650	100%	56%	Dec 2013
	Splendour -II	MLDL	100%	0.36	246	8,200	100%	60%	Dec 2012
	GE Garden	MLDL	100%	0.12	60	10,747	7%		Dec 2014
Nagpur	Bloomdale IA*	MLDL	70%	0.24	210	2,650	4%	C	Apr 2013
NCR	Aura- I	MLDL	100%	0.27	231	2,450	100%	67%	Dec 2012
	Aura- II	MLDL	100%	0.24	166	3,175	100%	51%	Dec 2013
	Aura- III	MLDL	100%	0.21	110	4,100	100%	38%	Dec 2014
	Aura- IV	MLDL	100%	0.28	141	4,375	93%	C	Jun 2015
	Aura- V	MLDL	100%	0.25	110	4,375	86%	C	Jun 2015
Chennai	Aqualily Villas A	MRDL	49%	0.12	41	4,350	100%	64%	Mar 2012
	Aqualily Villas B	MRDL	49%	0.11	33	4,350	82%	43%	Sep 2012
	Aqualily Villas C	MRDL	49%	0.11	40	4,550	25%	C	Sep 2013
	Aqualily Villas D	MRDL	49%	0.12	37	4,550	8%	C	Mar 2014
	Aqualily Apts A	MRDL	49%	0.14	80	3,230	98%	C	Sep 2013
	Aqualily Apts B	MRDL	49%	0.32	178	3,230	35%		Sep 2014
	Iris Court Ph I	MITL	96%	0.27	244	2,850	100%	31%	Sep 2012
	Iris Court Ph II*	MITL	96%	0.30	229	2,950	48%		Jun 2014
<b>OVERALL</b>				<b>3.75</b>	<b>2,291</b>		<b>74%</b>		

Note-

1: % Completion(basis total project cost) is mentioned only for those projects which have achieved Revenue Recognition status

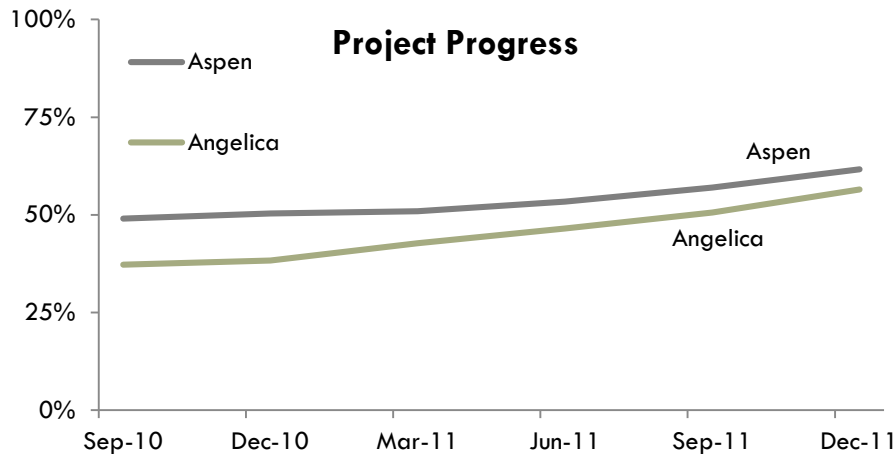
2: Revenue Recognition = Plinth achieved +25% completion of total project cost + 10% of sales amount collected

3: C =Construction commenced

\* Soft launch



# Ongoing Projects – Eminent Goregaon, Mumbai



**Eminente - Angelica**

Sept 2011



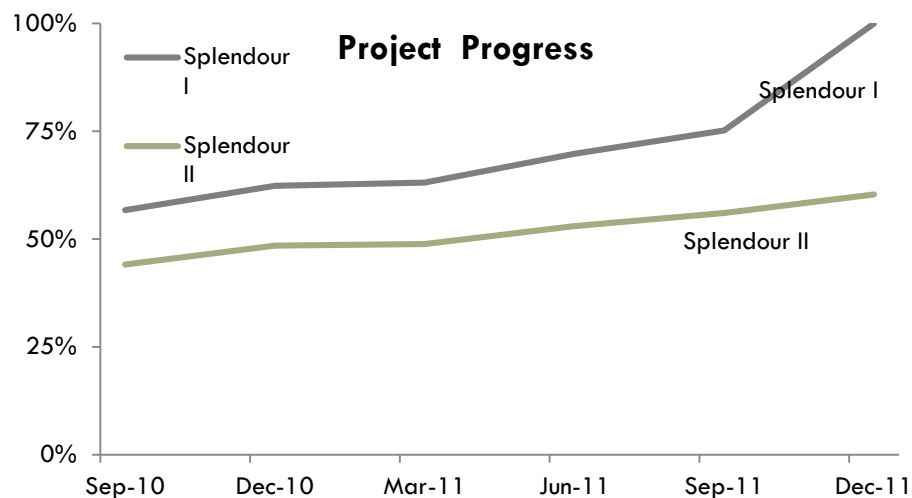
Dec 2011



Project	Physical Progress	Sales %	Completion %
Aspen	Construction in progress- 17th Floor Brickwork completed up to 11th Floor	100%	62%
Angelica	Construction in progress- 11th Floor	100%	56%

# Sales% is on units sold basis

# Ongoing Projects – Splendour Bhandup, Mumbai



Splendour Phase I

Dec 2011



Splendour Phase II

Dec 2011



Project	Physical Progress	Sales %	Completion %
Splendour I	Occupancy certificate received Handover to customers underway	100%	100%
Splendour II	Construction in progress- 21st Floor Finishing work started	100%	60%

# Sales% is on units sold basis

# Ongoing Projects- GE Gardens Kanjurmarg, Mumbai

- JDA with GE Shipping
- Approvals received
- Sales %  
7%
- Construction %  
Yet to start

# Sales% is on units sold basis

## GE Gardens - Block E



Area's Redeemable of Road Fee

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# Ongoing Projects- Bloomdale MIHAN, Nagpur

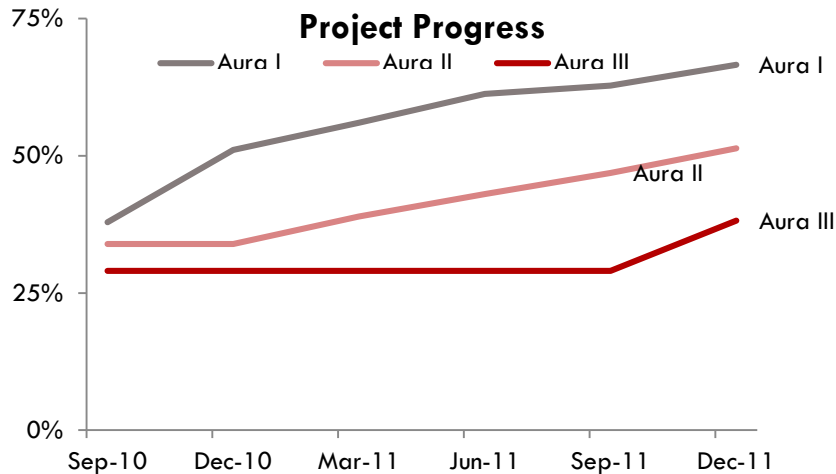


- JV with BEBL (70:30)
- 25.25 acres; 1.5 million square feet
- 72 Row Houses; 64 Cluster Homes ; 1036 Apartments
- Phase I A soft - launched on 28<sup>th</sup> November 2011

- Bloomdale IA- 210 units
- Sales % - 4%
- Construction commenced

# Sales% is on units sold basis

# Ongoing Projects – Aura Gurgaon, NCR



Project	Physical Progress	Sales %	Completion %
Aura I	Structure Completed	100%	67%
	Finishing In Progress		
Aura II	Construction in progress- 11th Floor	100%	51%
Aura III	Plinth completed	100%	38%
Aura IV	Construction work started	93%	
Aura V	Construction work started	86%	

# Sales% is on units sold basis

Aura - Phase II

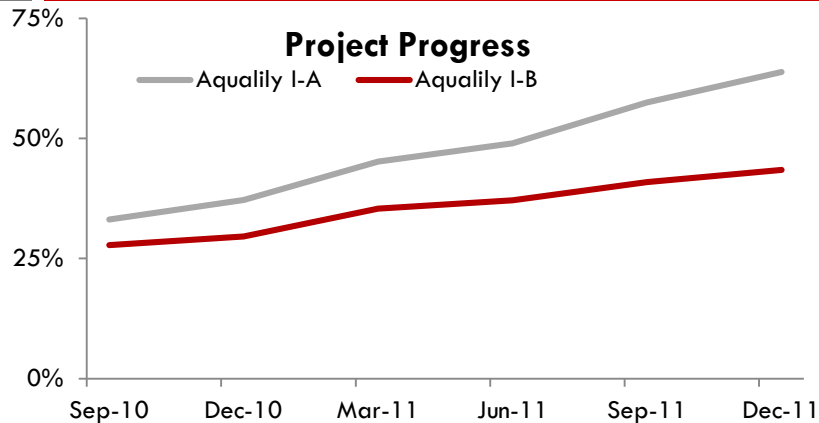
Sept 2011



Dec 2011



# Ongoing Projects– Aqualily MWC Chennai



Aqualily, MWC Chennai Dec 2011



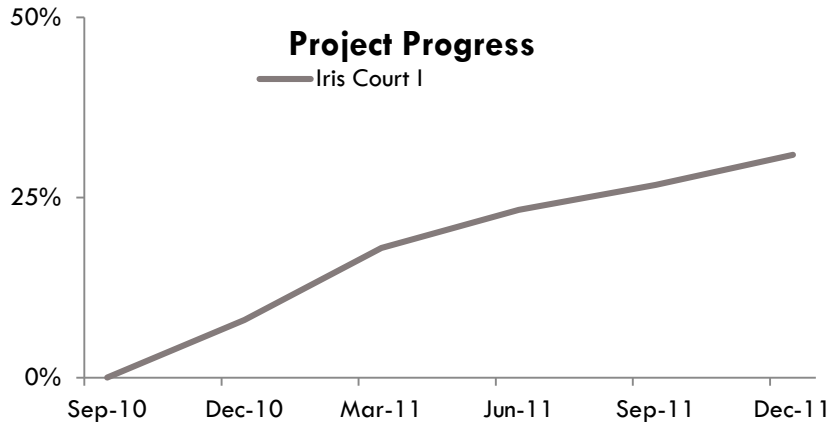
Dec 2011



Project	Physical Progress	Sales %	Completion %
Aqualily IA	Finishing work in progress	100%	64%
Aqualily IB	Structure completed	82%	43%
	Blockwork underway		
Aqualily IC	Construction work started	25%	
Aqualily ID	Construction work started	8%	
Aqualily 2A	Plinth construction underway	98%	
Aqualily 2B	Construction yet to commence	35%	

# Sales% is on units sold basis

# Ongoing Projects – Iris Court MWC, Chennai



Iris Court, MWC Chennai

Sept 2011



Dec 2011



Project	Physical Progress	Sales %	Completion %
IRIS court Ph I	Structure completed up to 3rd floor	100%	31%
	Blockwork completed up to 2nd floor		
	Finishing work in progress		
IRIS court Ph II	Construction to commence	48%	

# Sales% is on units sold basis

# Forthcoming Projects and Land Bank

Category	Location	Project	Company	Interest to MLDL	DFP (mn sft)
Forthcoming	Mumbai	Ghatkopar	MLDL	100%	0.22
		GE Garden *	MLDL	100%	0.13
	Pune	Pimpri Residential Project	MLDL	100%	1.60
	Hyderabad	Kukatapally Project*	MLDL	100%	1.00
	Chennai	Aqualily subsequent phases	MRDL	49%	0.66
		Iris Court Phase III	MITL	96%	0.29
	Nagpur	Bloomdale subsequent phases	MBDL	70%	1.29
<b>TOTAL Forthcoming</b>					<b>5.19</b>
Land Bank	Nasik	Satpur Project	MLDL	100%	0.60
	Pune	Pimpri Commercial Project	MLDL	100%	0.30
	Chennai	MWC Chennai Residential	MITL	96%	11.00
	Mumbai	Thane Project	MLDL	100%	0.59
		Kandivli Project	MLDL	100%	0.10
<b>TOTAL Land Bank</b>					<b>12.59</b>

\*Joint Development



# Forthcoming Projects-Ghatkopar Mumbai

- Total Saleable Area- 0.22 mn sft
- Combination of 2 BHK and 3 BHK units
- Environmental approvals received
- BMC approvals being validated

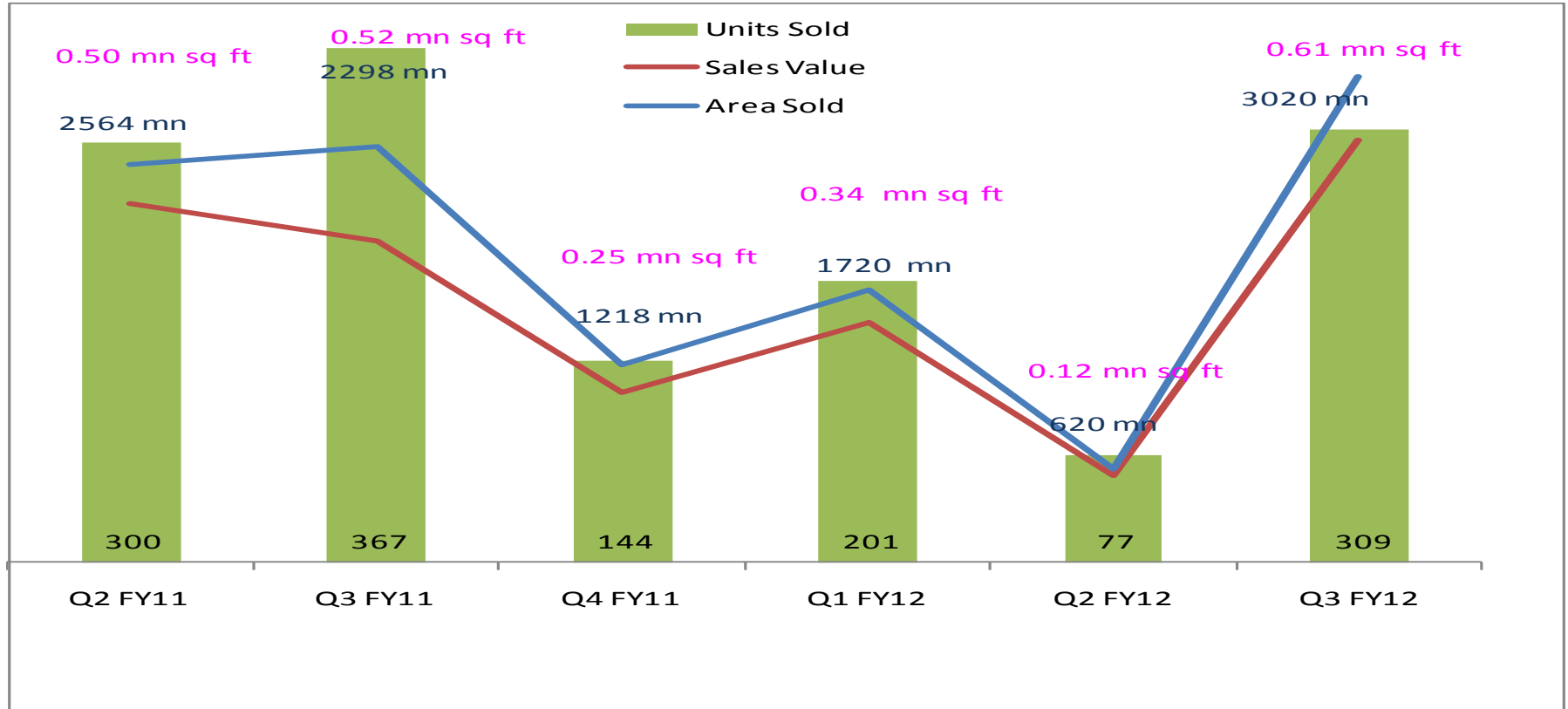
# Forthcoming Projects- Pimpri Pune

- Total Saleable Area- 1.6 mn sft
- Combination of 2 ,2.5 and 3 BHK units
- IGBC Gold pre-certified
- Land use conversion approval received
- Building Plan Submissions made to PCMC and EIA

# Forthcoming Projects-Kukatpally, Hyderabad

- Total Saleable Area- 1 mn sft
- Combination of 2 ,3 and 4 BHK units
- Environmental approvals received
- Building Plan Submissions made to GHMC

# Sales Trend



Launches :

Eminente Angelica

Iris Court- Ph II

Aura Ph III

Aqualily Ph I C  
& Ph I D

Aura Ph IV & V  
Bloomdale 1A

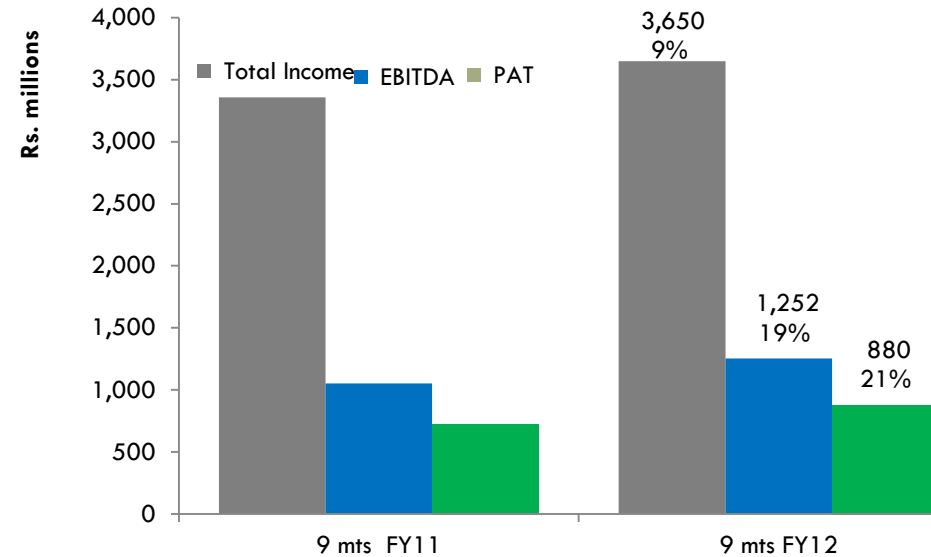
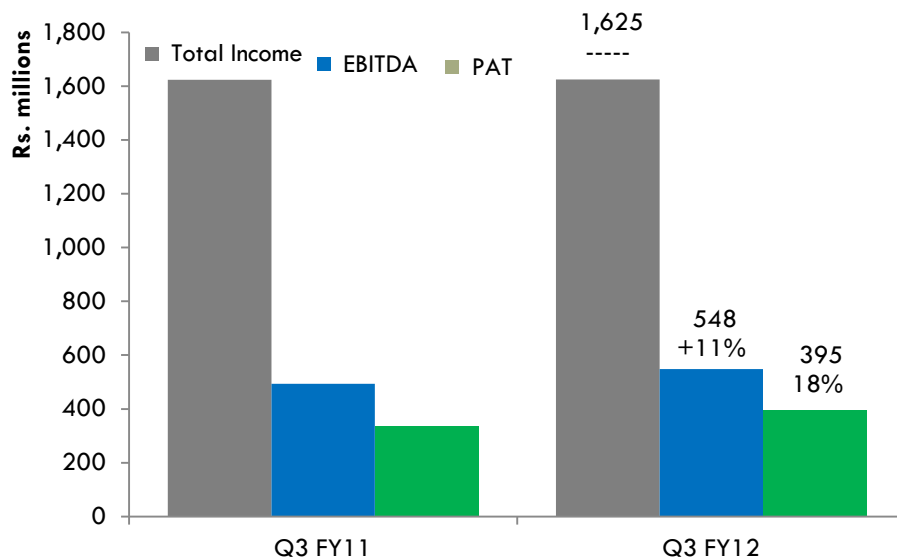
Aura Ph II

Aqualily Apt B

GE Garden

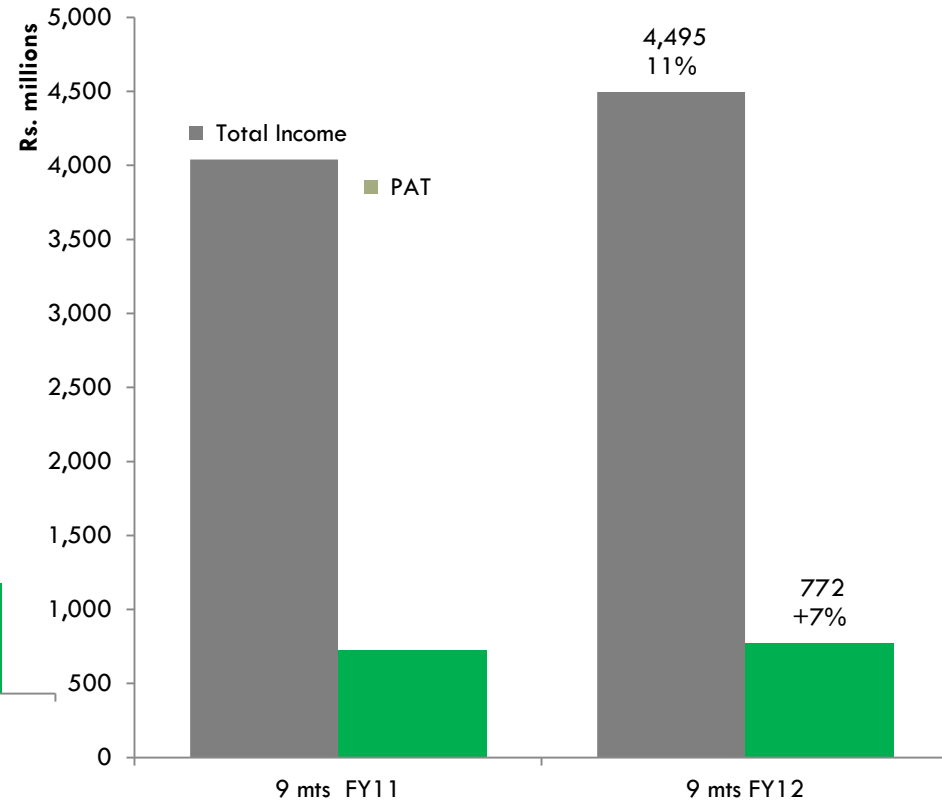
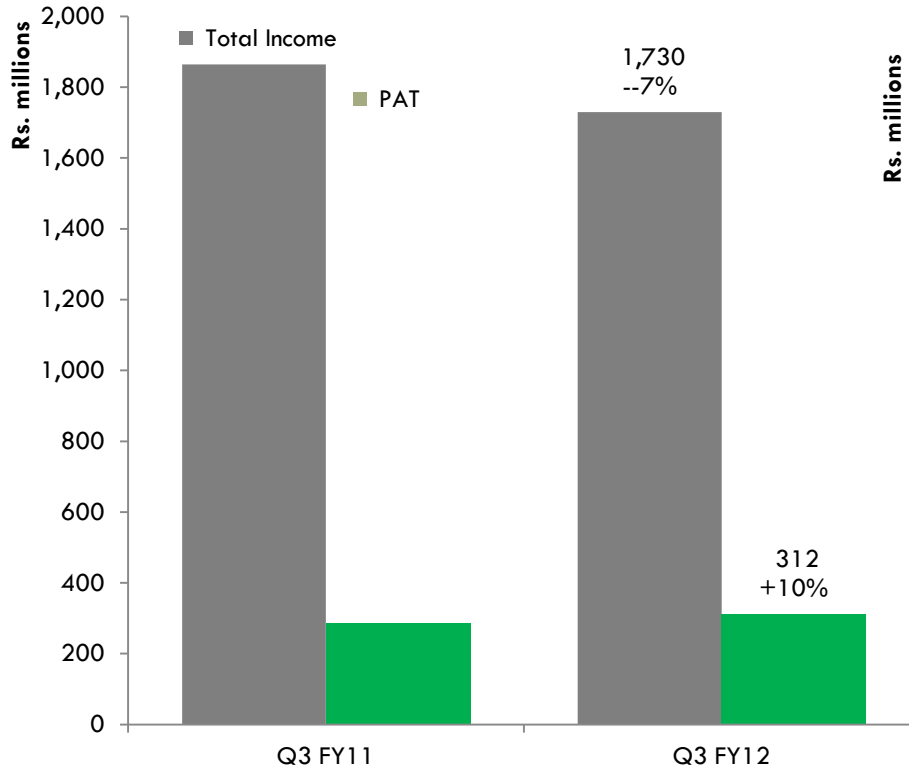


# Financial Results – Standalone



- Earnings per share(not annualised): Rs. 21.56 in 9 mts F12 (+21% YoY)
- Sale of residential units (MLDL + subsidiaries) in 9 mts FY12: Rs. 3020 Mn

# Financial Results – Consolidated



*Numbers not subject to Limited Review*

# Financial Snapshot – STANDALONE Profit & Loss

	Q3 2012	Q3 2011	9 mts 2012	9 mts 2011
<b>Income</b>				
Operating Income	1,538	1,558	3,290	3,127
Other Income	87	66	360	229
	<b>1,625</b>	<b>1,624</b>	<b>3,650</b>	<b>3,356</b>
<b>Expenditure</b>	-	-	-	-
Operating Expenses	980	1,034	2,079	2,045
Employee Remuneration & Benefits	51	43	153	118
Administration & Other Expenses	44	54	165	140
Interest & Finance charges	2	-	10	-
Depreciation	7	6	20	17
	-	-	-	-
	<b>1,085</b>	<b>1,136</b>	<b>2,427</b>	<b>2,321</b>
	-	-	-	-
<b>Profit before taxation</b>	<b>540</b>	<b>488</b>	<b>1,223</b>	<b>1,035</b>
	-	-	-	-
Less: Provision for Current Taxation	145	157	351	316
Less: Provision for Deferred Taxation	(1)	(4)	(8)	(7)
<b>Profit for the year after Tax</b>	<b>395</b>	<b>334</b>	<b>880</b>	<b>726</b>

All figures in Rs. millions

# Financial Snapshot – STANDALONE Balance Sheet

	As on Dec 2011	As on 31st Mar 2011
<b>SOURCES OF FUNDS</b>		
<b>Shareholders' Funds</b>		
Share Capital	408	408
Employee Stock Option Outstanding	8	6
Reserves & Surplus	10,749	9,868
	<b>11,165</b>	<b>10,283</b>
<b>Loan Funds</b>		
Secured Loans	1,600	1,000
Unsecured Loans	-	-
	<b>1,600</b>	<b>1,000</b>
Deferred Tax Liability (Net)	0	9
<b>TOTAL</b>	<b>12,765</b>	<b>11,292</b>

	As on Dec 2011	As on 31st Mar 2011
<b>APPLICATION OF FUNDS</b>		
<b>Fixed Assets</b>		
Gross Block	475	483
Less: Depreciation	180	164
	<b>295</b>	<b>319</b>
<b>Investments</b>	<b>4,416</b>	<b>3,621</b>
<b>Current Assets, Loans and Advances</b>		
Inventories	2,552	1,687
Sundry Debtors	1,539	1,820
Cash and Bank Balances	722	2,048
Other Current Assets	360	348
Loans and Advances	4,217	3,330
	<b>9,389</b>	<b>9,233</b>
<b>Less: Current Liabilities and Provisions</b>		
Current Liabilities	1,218	1,529
Provisions	117	353
	<b>1,335</b>	<b>1,883</b>
<b>Net Current Assets</b>	<b>8,054</b>	<b>7,351</b>
<b>TOTAL</b>	<b>12,765</b>	<b>11,292</b>

All figures in Rs. millions



Thank You

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