Mahindra Lifespace Developers Ltd.
CIN : L45200MH1999PLC118949

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Date : 30th January, 2017

Bombay Stock Exchange Limited
Corporate Services,
Piroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001

Listing: http://listing.bseindia.com

National Stock Exchange of India Limited
Exchange Plaza
Bandra Kurla Complex,
Bandra (East)
Mumbai – 400 051

Listing: https:www.connect2nse.com/LISTING/

Re:

Security	BSE	NSE	ISIN
Equity Shares	532313	MAHLIFE	INE813A01018
Debentures	Scrip Code : 949079 Scrip ID :8MLDL2017B	-	INE813A07056
	Scrip Code : 949080 Scrip ID : 8MLDL2018C	-	INE813A07031

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

Dear Sir/Madam,

Pursuant to Regulation 30(2) read with Regulation 46(2)(o) of the SEBI LODR, the Presentation on the Company's financial & operational results for the 3rd quarter and nine month period ended 31st December, 2016 which will be available on the website of the Company are enclosed herewith.

Request you to take the same on record.

Thanking You

For and on behalf of
Mahindra Lifespace Developers Limited

Suhas Kulkarni
Sr. Vice President Legal and Company Secretary
FCS: 2427

Encl: a / a

Mahindra LIFESPACES

Investor Presentation – Q3 FY17

Contents

- Q3 FY17 Highlights
- Residential Business Update
- Integrated Cities Update
- Financial Update

Q3 FY17 Highlights

The operating highlights from Slide 4 to Slide 13 are for the Company and its subsidiaries /joint ventures/associates engaged in the real estate business (MLDL, MITL, MRDL, MHPL, MBDL, MWCDL, MWCJL & MIPCL)

Key Highlights

Launches	▪ Launched Aqualily Phase 2E in MWC Chennai
Revenue Recognition	▪ Achieved revenue recognition at Vivante, Mumbai
Integrated Business Cities	▪ Signed 1 new customer at MWC Chennai; 1 customer acquired additional space ▪ Launched Phase II of DTA at MWC Jaipur ▪ Signed 2 new customers in MWC Jaipur, one each in the industrial zone and social zone
Awards & Accolades	▪ Mahindra Lifespaces was selected as a 2016 Working Mother and AVTAR 100 Best Company for Women in India ▪ Splendour by Mahindra Lifespaces was among the Top 3 projects around the world to be honoured with the 'Global Human Settlements Model of Residential Area' at the United Nations Conference on Housing and Sustainable Urban Development

Residential Business Update

Project Portfolio

1 sqm = 10.7639 sq ft

Location	Est. saleable area in mn sft		
	Ongoing	Forthcoming	Land Inventory
MMR**	0.67	1.78	0.94
Pune	0.79	0.97	
Hyderabad	0.21		
Chennai	0.65	1.45	9.50
Nagpur	0.74	0.38	
NCR*	0.78	0.33	
Nasik			0.60
Bengaluru	0.44	0.43	
Total	**4.3**	**5.3**	**11.0**

Total Completed Development – 13.15* mn sft**

** NCR includes Delhi, Gurgaon and Faridabad*
*** MMR includes Mumbai, Boisar, Palghar, Thane and Alibaug; includes 0.02 mn sft of ongoing commercial area in Mumbai*
**** Does not include select projects that were completed by GESCO. Includes residential and commercial developments inside Mahindra World City Chennai and Jaipur and includes HDFC Building located at Thiruvanmiyur, Chennai. Occupancy certificate for Ashvita Phase IV awaited.*

Ongoing Projects

1 sqm = 10.7639 sq ft

Location	Project Name	Company	Development Potential (mn sq ft)	% sold (area)[1]	% completion[2]	Sales Value till date (Rs Crs)	Revenue Recognised till date (Rs Crs)[3]
MMR	The Serenes, Ph I	MLDL	0.06	40%	55%	22	12
	Happinest Boisar Ph I	MLDL	0.19	97%	90%	56	50
	Happinest Boisar Ph IIC	MLDL	0.10	73%	74%	24	18
	Happinest Boisar Ph IID	MLDL	0.04	92%	79%	13	10
	Happinest Boisar Ph III	MLDL	0.09	56%	57%	16	9
	Vivante Phase I	MLDL	0.16	84%	68%	227	154[4]
Pune	Antheia Ph II A	MLDL	0.16	92%	82%	91	74
	Antheia Ph II B	MLDL	0.12	77%	77%	58	44
	Antheia Ph II C	MLDL	0.14	45%	77%	40	31
	Antheia Ph II D	MLDL	0.13	46%	76%	38	29
	Antheia Ph IIIA	MLDL	0.16	33%	65%	34	22
	L'Artista	MLDL	0.09	-	98%	-	-
Nagpur	Bloomdale IIA	MBDL	0.11	100%	86%	38	32
	Bloomdale IIB	MBDL	0.15	93%	65%	51	33
	Bloomdale IIB – 2	MBDL	0.09	82%	70%	29	20
	Bloomdale IIC	MBDL	0.07	93%	73%	22	16
	Bloomdale IIIA	MBDL	0.12	53%	59%	28	16
	Bloomdale IIIB	MBDL	0.11	4%	31%	2	-
	Bloomdale IIIC-1	MBDL	0.03	100%	66%	11	7
	Bloomdale IIID	MBDL	0.07	4%	33%	1	-

Note:
1 - Based on company's share of saleable area
2 - Completion shown is on total project cost which is equal to land + construction related costs
3 - Revenue Recognition happens when 25% of construction related costs, 25% of sales by area and 10% of collections from customer is achieved
4 – Vivante achieved revenue recognition in Q3 FY17

Ongoing Projects

1 sqm = 10.7639 sq ft

Location	Project Name	Company	Development Potential mn sq ft	% sold (area)[1]	% completion[2]	Sales Value till date (Rs Crs)	Revenue Recognised till date (Rs Crs)[3]
NCR	Luminare I #	MHPL	0.37	73%	49%	273	134
	Luminare II #	MHPL	0.41	34%	40%	142	-
Hyderabad	Ashvita V #	MLDL	0.21	69%	73%	55	40
Chennai	Aqualily Apts C2	MRDL	0.16	0%	49%	0	-
	Aqualily Apts 2E	MRDL	0.12	2%	13%	1	-
	Nova IIA	MITL	0.14	57%	84%	27	22
	Nova IIB	MITL	0.13	48%	83%	21	17
	Happinest Avadi IIA-1	MLDL	0.10	14%	51%	5	-
Bengaluru	Windchimes I –Tower I	MHPL	0.18	64%	61%	90	54
	Windchimes I –Tower II	MHPL	0.26	56%	67%	110	74

Note:
1 - Based on company's share of saleable area
2 - Completion shown is on total project cost which is equal to land + construction related costs
3 - Revenue Recognition happens when 25% of construction related costs, 25% of sales by area and 10% of collections from customer is achieved
Joint Development

Ongoing Projects

Antheia IIA (Dec‘16)

L’Artista (Dec‘16)

Bloomdale IIA (Dec’16)

The Serenes (Dec’16)

Vivante B3B4 (Dec’16)

Vivante B1B2 (Dec’16)

Happinest Boisar – Cluster K (Dec‘16)

Ongoing Projects

Happinest Boisar – Building J1 (Dec‘16)

Luminare Phase I (Dec’16)

Windchimes I –(Dec’16)

Ashvita V (Dec’16)

Nova Phase IIA (Dec‘16)

Happinest Avadi I – (Dec‘16)

Forthcoming Projects

Category	Location	Name of the Project	Est. Saleable Area* mn sq ft
New Phases of Existing Projects			
Existing Projects New Phases	Pune	Antheia - subsequent phases	0.41
	Mumbai	The Serenes, Alibaug – subsequent phases	0.09
		Happinest Boisar – subsequent phases	0.08
	Chennai	Aqualily - subsequent phases	0.08
		Happinest Avadi – subsequent phases	0.30
	NCR	Luminare – subsequent phases #	0.33
	Nagpur	Bloomdale - subsequent phases	0.38
	Bengaluru	Windchimes – subsequent phases	0.43
TOTAL - New Phases of Existing Projects			**2.1**
New Projects			
Mid & Premium Residential	Mumbai	Andheri – Plot A	0.23
		Sakinaka#	0.34
		Kandivali	0.14
	Pune	Pimpri	0.56
	Chennai	MWCC Residential	1.07
Affordable Housing	Mumbai	Palghar	0.89
TOTAL - New Projects			**3.2**
TOTAL - Forthcoming Projects			**5.3**

#Joint Development
*Represents total saleable area, including JDA partner's share
Note: All above projects are in different stages of design, development and approval

Integrated Cities Update

Mahindra World City – Business Update

- Signed 1 new customer for 3.00 acres in the DTA zone at MWC Chennai; An existing customer acquired 4.00 acres in the Social Zone at MWC Chennai
- Launched Phase II of DTA at MWC Jaipur
- Signed 2 new customers in MWC Jaipur, one customer acquired 2.06 acres in the IT/ITeS Zone while another acquired 30.05 acres in the Social Zone

American Axle facility, DTA, MWCC

Capgemini facility, IT SEZ, MWCC

JCB facility, DTA, MWCJ

Financial Update

Financial Snapshot – MLDL CONSOLIDATED IND AS

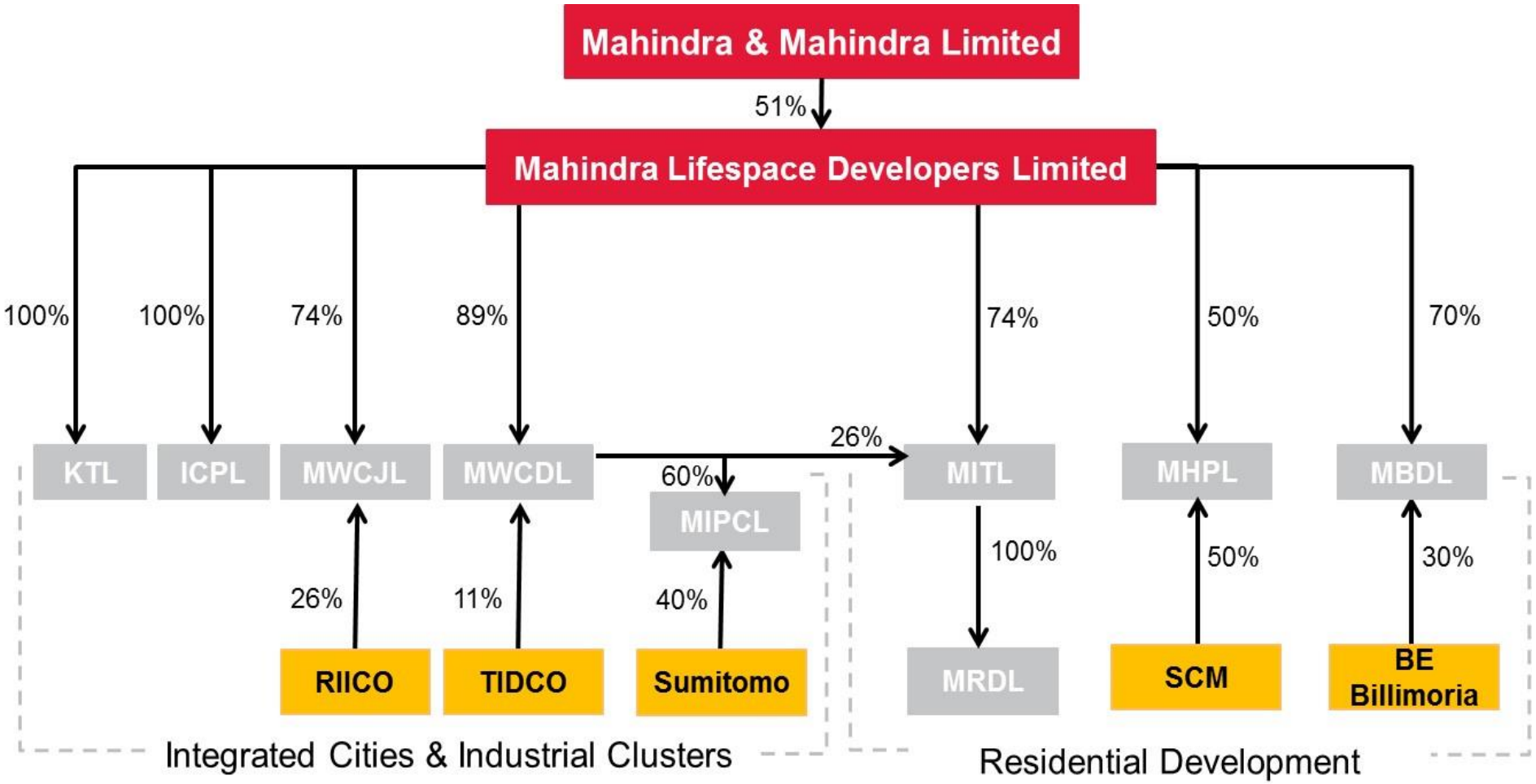
Statement of Profit and Loss

All figures in Rs millions

	Q3 2017	Q3 2016	9M 2017	9M 2016
Income				
Operating Income	2,131	1,940	4,351	4,502
Other Income	150	267	534	723
	2,281	**2,207**	**4,885**	**5,225**
Expenditure				
Operating Expenses	1,678	1,304	3,025	2,965
Employee Remuneration & Benefits	173	166	499	463
Administration & Other Expenses	132	130	382	344
Interest & Finance charges	45	86	160	253
Depreciation	12	11	35	31
	2,040	**1,697**	**4,100**	**4,056**
Profit from Ordinary Activities before Tax /Share in Net Profit/Loss of Associates	**241**	**510**	**785**	**1,169**
Share in Net Profit/(Loss) of Associates	211	(187)	322	(399)
Profit from Ordinary Activities before Tax	**452**	**323**	**1,107**	**770**
Less : Provision for Current Taxation	96	143	241	354
Less : Provision for Deferred Taxation	13	(64)	2	(30)
Net Profit for the period	**343**	**244**	**864**	**446**
Less: Minority Interest	(9)	6	16	14
Net Profit/ (Loss) after Taxes, Minority Interest and Share of Profit / (Loss) of Associates	**352**	**238**	**848**	**432**

Annexures

Structure Overview



Note: Overview includes asset owning SPVs only

Glossary

DTA	Domestic Tariff Area
GAAP	Generally Accepted Accounting Principles
MBDL	Mahindra Bebanco Developers Limited
MHPL	Mahindra Homes Private Limited
MIPCL	Mahindra Industrial Park Chennai Limited
MITL	Mahindra Integrated Township Limited
MLDL	Mahindra Lifespace Developers Limited
MRDL	Mahindra Residential Developers Limited
MWC	Mahindra World City
MWCDL	Mahindra World City Developers Limited
MWCJL	Mahindra World City (Jaipur) Limited
NCR	National Capital Region
RIICO	Rajasthan State Industrial Development & Investment Corporation Limited
SCM	SCM Real Estate (Singapore), the investment arm of Standard Chartered Bank
SEZ	Special Economic Zone
TIDCO	Tamil Nadu Industrial Development Corporation Limited

Investor Relations Contact

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Thank You

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