

RISE TOGETHER



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We are actively fostering collaborative action by engaging our supply chain partners, customers, investors, think tanks, industry peers, and national and global sectoral coalitions to set new pathways to a responsible future, transcending organisational and national boundaries.

Mahindra Lifespaces is cognizant that nearly 37%* of all greenhouse gas emissions are contributed from the building and construction sector. This highlights the urgency of the actions and their significant role in helping accelerate the global transition to a Net Zero tomorrow.

“Rise Together” reflects our commitment to fostering positive change for all stakeholders by rising together to create thriving ecosystems through nature-positive sustainable habitats. We have committed to make all our new developments Net Zero by 2030 and have already launched India's first Net Zero Energy Residential building in Bengaluru. Further, we are actively fostering collaborative action by engaging our supply chain partners, customers, investors, think tanks, industry peers, and national and global sectoral coalitions to set new pathways to a responsible future, transcending organisational and national boundaries.

Our commitment to transparency and ethical growth is brought to life by our Integrated Report, which showcases our sustainability performance. We proactively communicate and report transparently on the progress and areas for improvement in our sustainability journey in various public forums, including the Conference of Parties (COP). We will continue to lead the way in crafting responsible real estate developments by ethically applying technology and adopting a lifecycle approach.

It is our firm belief that, together, we can rise to empower positive change that balances the needs of people, the planet and profits.

*Source: IEA 2022. All rights reserved. Adapted from "Tracking Clean Energy Progress" (IEA 2022f).

Rise for a more equal world



Climate Change



Inclusion



Ethics

Rise to be Future-ready



Customer Focused



Technology



Future - Ready

Rise to create value



Entrepreneurship



Scale



Impact

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Board of Directors

Mr. Ameet Hariani	Chairman
Ms. Amrita Chowdhury	
Mr. Anuj Puri	
Dr. Anish Shah	
Ms. Asha Kharga	
Ms. Rucha Nanavati	
Mr. Amit Kumar Sinha	Managing Director & Chief Executive Officer

Leadership Team

Mr. Amit Kumar Sinha	Managing Director & Chief Executive Officer
Mr. Vimal Agarwal	Chief Financial Officer
Mr. Viral Oza	Chief Marketing Officer
Mr. Rajaram Pai	Chief Business Officer - Industrial
Mr. Vimalendra Singh	Chief Sales & Service Officer
Ms. Parveen Mahtani	Chief Legal Officer
Mr. K R Sudharshan	Chief Project Officer
Ms. Kriti Sharma	Chief People Officer
Mr. Jitesh Donga	Chief of Design
Mr. Ashvin Iyengar	Chief Business Development & Liaising Officer

Company Secretary & Compliance Officer

Mr. Ankit Shah

Auditors

M/s. Deloitte Haskins & Sells LLP, Chartered Accountants

Bankers

Kotak Mahindra Bank Limited
HDFC Bank Limited
Axis Bank Limited
Yes Bank Limited

Legal Advisors

DSK Legal, Fox and Mandal, Veritas Legal and Dhaval Vussonji & Associates.

Registrar and Share Transfer Agent**Corporate Office****KFin Technologies Limited**

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Financial District, Nanakramguda,
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Telangana India - 500 032.
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Website: www.kfintech.com

Investor Relation Centre:**Kfin Technologies Limited**

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Near BSE (Bombay Stock Exchange),
Next Union Bank, Fort, Mumbai - 400001
Tel: 022-66235353

Registered Office

5th Floor, Mahindra Towers, Worli, Mumbai 400 018.
Email : investor.mldl@mahindra.com

About the Report

Mahindra Lifespace Developers Limited (hereon referred to as 'Mahindra Lifespaces', 'MLDL', 'We', 'Our', and 'the Company') is pleased to present its twelfth report on sustainability, which is also our second Integrated Report, that discloses our sustainability strategy and progress for the Indian Financial Year (FY) between April 1, 2022 to March 31, 2023 (hereon referred as FY 2022-23). The report balances information on our financial performance with a transparent commentary on our material issues, as well as opportunities and risks associated with our sustainability progress. It empowers stakeholders, including investors and shareholders, to objectively and accurately assess Mahindra Lifespaces' ability to create and deliver long-term holistic values.

Reporting Frameworks

The Report has been developed in accordance with:

The International
Integrated Reporting
Council's (IIRC) Integrated
Reporting framework



GRI Standards



The Task Force on
Climate-related Financial
Disclosures (TCFD)
framework

The report always showcases our contributions to the United Nations Sustainable Development Goals (UN SDGs). The detailed Statutory Statements and Financial Reports that are part of this document are in line with the requirements of the Companies Act, 2013 (including the rules made thereunder), Indian Accounting Standards, the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and the applicable secretarial standards.

Board Responsibility Statement

The Board of Directors review the material issues and Mahindra Lifespaces strategic orientations and oversees its implementation. The Report addresses all material issues and presents the integrated performance of Mahindra Lifespaces and its impact in a fair, accurate and transparent manner.

Mahindra Lifespaces acknowledges the support provided by BDO India LLP in the compilation of this report.

Reporting Principles and Approach

The Report considers guiding principles of strategic focus and future orientation, consistency and comparability, reliability and completeness, and connectivity of information. Stakeholder relationships and materiality form the foundation of our reporting process. The information presented in this report best resonates with the theme of the report i.e., Rise Together and reflects case examples across the six capitals for FY 2022-23. The KPIs measured against each capital align with the GRI and IIRC Standards.

Materiality

The Report is underpinned by the principles of materiality for non-financial disclosures, to relay information about areas that can substantially impact our stakeholders and business in the short, medium, and long term. In next FY 2023-24 we are expanding the scope of our disclosures by reporting our material issues through the lens of double materiality, in line with GRI Standards' 2021 guiding principle. Refer Annexure 10, to know more about double materiality.

Scope and Boundary

The Report covers key facets of Mahindra Lifespace Developers Limited's primary operations for FY 2022-23 covering our premium residential projects; value homes under the 'Mahindra Happinest®' brand; and integrated cities and industrial clusters under the 'Mahindra World City' and 'Origins by Mahindra' brands respectively. There have been no significant changes in reporting scope and boundary from the previous reporting period.

The Report excludes details of the following subsidiaries and joint ventures.

Mahindra World City (Maharashtra) Ltd.	Mahindra Water Utilities Ltd.
Industrial Township (Maharashtra) Ltd.	Moonshine Construction Pvt. Ltd.
Anthurium Developers Ltd.	Deep Mangal Developers Pvt. Ltd.
Knowledge Township Ltd.	Mahindra Construction Company Ltd.
Mahindra Infrastructure Developers Ltd.	Mahindra Knowledge Park (Mohali) Ltd.

External Assurance

KPMG India has externally assured the content and data disclosed in this report in accordance with the limited assurance criteria of International Standard on Assurance Engagement (ISAE) 3000 (Revised) - limited assurance criteria and AA1000 Assurance Standard v3.

Feedback

We welcome your feedback on our report and performance at mldl.sustainability@mahindra.com. Our mailing corporate office at 5th Floor, Mahindra Towers, Worli, Mumbai 400018, India





Message from the Chairman

Dear Stakeholders,

I am delighted to share the highlights of our Company's progress during the year 2022-23. You are all aware that the Indian economy has shown remarkable resilience in the face of external challenges such as geopolitical tension, trade disputes and slowdown in the developed countries. India's GDP grew by 7% in 2022-23. Our strong economic fundamentals, prudent policies, and structural reforms have enabled India to navigate through the numerous challenges posed by the global economic landscape. The general mood in industry is bullish, and it is likely that 'animal spirits' will once again come to the fore.

Before I share our Company's performance and achievements, let us remember Mr Keshub Mahindra, Mahindra Group's Chairman Emeritus, who left for his heavenly abode in April 2023. His leadership exemplified determination, empathy, respect and integrity, and has been a guiding force in shaping the Mahindra culture. Mr Mahindra will forever remain an inspiration and role model for us.

The Company had a change at the leadership level with retirement of our beloved long serving Chairman, Mr. Arun Nanda in July 2022. I have personally admired Mr. Nanda's business acumen and strategic guidance. I take pride in taking over reins from Mr. Nanda. He has been an integral part of the Mahindra Group for over three decades leading several businesses and has played a crucial role in building the foundation for the Group. It

was Mr. Nanda who spearheaded the Group's foray into real estate and pioneered the country's first SEZ under the PPP model with development of Mahindra World Cities. It was his dedication and perseverance that has guided the Company's growth since 2001. I thank Mr. Nanda for his leadership and invaluable contribution. I am glad to say that Mr. Nanda has agreed to my request to make himself available whenever needed, for giving guidance to our Company.

Alluding to changes, let me also highlight changes at the board level. I welcome Ms. Rucha Nanavati and Mr. Anuj Puri for joining the Board. Rucha and Anuj bring with them deep experience and knowledge in their respective specialisations, which will be of great help to our company at the board level. At the end of the year, the Company had a change at the executive level with appointment of Mr. Amit Kumar Sinha as the Managing Director & CEO in place of Mr. Arvind Subramanian. In Mr. Sinha, we have a capable leader, who brings a wide and varied experience with expertise from the field of infrastructure, real-estate, construction, energy, and technology. Mr. Sinha has been associated with the Mahindra Group for more than two years leading the Group's strategy function. Mr. Sinha was earlier with Bain & Co. and brings a unique combination of leadership experiences, value creation skills, customer-first approach, people centricity and ESG commitments. I welcome Mr. Sinha and wish him all the very best in his growth journey with our Company.

YEAR IN RETROSPECT

During the year under review, our Company has done remarkably well and has outpaced the industry.

Despite increase in interest rates, consumer sentiment among home buyers was strong with well-identified needs. Most markets in which the Company operates saw a significant improvement in demand-supply balance. As a result, prices remained firm, and the industry was able to pass on the increase in construction costs. Due to Government's infrastructure push and a supportive policy environment, the improved demand outlook for industrial land continued in 2022-23 resulting in strong leads and conversions during the year.

The Company continued to grow its presence with nine launches (including phase launches) in its key markets, Mumbai, Pune, and Bengaluru and accelerated the momentum in key operational parameters with best ever sales performance of ₹ 1,81,200 Lakh, which was an impressive 76% growth over the previous year. The area sold also increased by over 74% to 2.23 million square feet in 2022-23 which, incidentally, was well over the pre-pandemic levels. Collections continued to remain strong and rose to ₹ 1,16,500 Lakh. Your Company completed construction of 0.65 million square feet, and handover of units to homeowners grew by almost 35% to 1,246 units in 2022-23. The Company's continued efforts in evaluating redevelopment opportunities culminated with our first win for the redevelopment of two adjacent residential societies in Santacruz West in Mumbai. This deal will pave the way for future opportunities in this space.

IC&IC saw strong performance improvement of the business. Land leased out by the business increased by 42% to 158 acres in 2022-23. Total lease premium grew by over 50% to ₹ 45700 Lakh in 2022-23. MWC, Jaipur continued its strong performance, but leader of the pack was Origins, Chennai having contributed nearly 45 percent of the total leasing revenue of IC&IC business. MIPCL achieved a significant milestone with leasing of 52 acres of land to Mitsubishi Electric India Private Limited for setting up a plant to manufacture air conditioners and compressors. MWC, Chennai synergized operations of residential business by merging two of the subsidiaries based at MWC, Chennai.

Total consolidated income grew by almost 62% to ₹ 65,956 Lakh in 2022-23. After accounting for share of profits from JVs and associates and exceptional gain, profit before taxes was ₹ 10,567 Lakh and PAT was ₹ 10,283 Lakh.

CREATING SUSTAINED VALUE

Socially conscious buyers are increasingly demanding environmentally friendly buildings with little or no reliance on fossil fuels. This presents a significant opportunity for real estate companies to explore new responsible ways of constructing and managing their assets. The Company, adhering to its commitment to develop only Net Zero (energy, waste, and water) buildings by 2030, launched three new projects - Citadel and Nestalgia in Pune and Eden Kanakpura in Bengaluru. Mahindra Nestalgia will be Pune's first biophilia-inspired homes inspired by human beings' instinctive connection with nature. The project incorporates

The Mahindra-TERI Centre of Excellence, our research facility set up in collaboration with The Energy and Resources Institute (TERI), is innovating energy-efficient solutions for the Indian construction industry.

environmental elements, natural shapes, and forms in the architecture of the buildings and landscaping, allowing for an abundance of natural light and open spaces. This project was recognized as the 'Innovative Marketing Concept of the Year' at the 14th Realty+ Conclave & Excellence Awards 2023, Pune Region.

The Mahindra-TERI Centre of Excellence, our research facility set up in collaboration with The Energy and Resources Institute (TERI), is innovating energy-efficient solutions for the Indian construction industry. The Centre has tested the thermal properties of more than 200 building materials so far, and the findings have been published online for use by the entire industry.

Our commitment to sustainable practices extends beyond our developments. It encompasses initiatives that nurture the holistic development and wellbeing of our employees, communities, partners and suppliers to ensure that we create lasting value for all.

Our promise of 'Crafting Life' manifests the belief that the purchase of a home is not merely the delivery of a physical structure but the starting point of a journey. We make the entire home buying journey a fulfilling experience for our customers. This year we implemented solutions like an Artificial Intelligence powered bot to handle customer queries, bringing down our average response time for customer queries to less than half a day. Led by our ethos of 'Giving Back', our employees continued to actively contribute to societal development programmes, volunteering more than 550 person-hours.

OUTLOOK

Today, we have a portfolio of over 30 million sq. ft. of completed, ongoing and forthcoming residential projects across six Indian cities. Additionally, more than 2,000 acres of land can be made available for development at our Integrated Cities and Industrial Clusters across four existing locations. Our Consolidated cash balances stood at ₹ 27,356 Lakh at the end of the year.

The outlook for the real estate sector in India is likely to remain positive. RBI perceives both consumer demand and investment outlays of businesses to stay strong in 2023-24, and the overall impact on economy to be limited. This augurs well for the Company. Given the regulatory norms, Government's drive to instil governance, and consumer preference for assured sustainable homes, the real estate market will mark preference for trusted and established developers with a good track record. This will not only help our Company in better sustenance sales but also accelerate the feat to achieve its medium-term objective of annual sales of ₹ 2,50,000 Lakh. The Company's strong financial position and robust cash flow gives the flexibility to pursue the growth opportunities and continue delivering value to our Stakeholders. The Company's repetitive success in executing its strategy of building a sizeable presence in its identified micro markets and its presence in key industrial corridors with plug-and-play infrastructure and its commitment to maintain a disciplined approach to capital allocation will ensure sustainable growth and strong returns over the long term.

The Mahindra Group has reiterated that this industry remains a key focus area for the Group.

In conclusion, the Company is not only well positioned to benefit from the growing demand but also counter any unforeseen challenges in the business environment.

Lastly, I take this opportunity to thank our customers, communities, shareholders, vendors, partners, and other stakeholders for their support in this journey. I also compliment our leadership team, both past and present, and associates for our company's exemplary performance.

Regards
Ameet Hariani
Chairman