

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	9 th April 2019
Type of meeting	One-on-one analyst meeting
Investor / Analysts Fund / Firm	Mr. Vihang Naik – Fund Manager, Equities from L&T Investment Management Ltd.
Company Representatives	1. Ms. Sangeeta Prasad – Managing Director & Chief Executive Officer 2. Mr. Jayant Manmadkar – Chief Financial Officer 3. Mr. Sumit Kasat – General Manager, Investor Relations 4. Ms. Ruchika Jain – Manager, Business Analytics & Investor Relations
Did the discussions involved revealing any UPSI	No
Whether any presentation was made during discussion	Company Profile was discussed.
Gist of discussions	<ul style="list-style-type: none"> • Overall industry sentiments, market demand, implications of accounting principles (INDAS 115) and liquidity crisis on Indian real estate market. • Brief company performance, projects portfolio, expansion plans and land acquisition approach. • Discussion on the business highlights for FY2019: <ol style="list-style-type: none"> a) Achieved residential sales of Rs. 1023 Crs, IC&IC Land leasing of Rs. 243 Crs and residential collections of Rs. 963 Crs. b) Launched 1.55 msft including 3 new mid-premium residential projects. c) Acquisition of 3 new land parcel totalling to ~2.25 msft: d) Launched Origins, Chennai and signed its first customer, Yanmar Group. • Company's strategy & objectives going forward, management's focus area and focused target markets. <ol style="list-style-type: none"> a) Discussion on current organisation structure, strategic partnerships and key initiatives undertaken. Company to multiply its operations through strengthened BD team and effective new launches. b) In the residential business, the Company's focus will be on Mumbai, Pune and Bengaluru markets, followed by NCR and Hyderabad, to increase its penetration in its core markets. c) In the Integrated Cities & Industrial Clusters (IC&IC) segment, the Company's focus will be: <ul style="list-style-type: none"> - Monetising the existing investments by intensifying the efforts on higher leasing volume. - Looking at pre-aggregated land parcels to reduce holding costs and improve capital efficiency through balanced & capital light approach. • Walkthrough the financials of MLDL especially on sales, operating margins, profits, cashflows, IRRs, ROE, ROCE, net worth and debt levels.
Any other comments	No