

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

REGD. OFFICE: 5TH FLOOR, MAHINDRA TOWERS, WORLI, MUMBAI 400 018

Tel: 6747 8600 /6747 8601 Fax: 2497 5084 Website: www.mahindralifespaces.com

Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	18 th April 2019
Type of meeting	One-on-one analyst meeting
Investor / Analysts Fund / Firm	Representatives from Motilal Oswal Financial Services Ltd.: 1. Mr. Rajat Rajgarhia – CEO, Institutional Equities 2. Mr. Chintan Modi – Associate VP, Research Analyst
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 overview, overall performance, current developments, projects portfolio, expansion plans and land acquisition approach. • Company's strategy & objectives going forward, management's focus area and focused target markets. <ol style="list-style-type: none"> a) Discussion on 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. • Outlook of M&M Group on Company's objectives and growth aspirations. • Walkthrough the financials of MLDL especially on sales, operating margins, profitability, cashflows, IRRs, ROE, net worth and debt levels.
Any other comments	No