

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	May 29, 2019 (B&K's Annual Investor Conference 'Trinity India 2019')																								
Type of meeting	One-on-one / Group meetings with various participants																								
Investor / Analysts Fund / Firm	Representatives from following organisations / funds participated:																								
	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">Company Name</th> <th style="text-align: left;">Participants Name</th> </tr> </thead> <tbody> <tr> <td>Oculus Capital Advisors LLP.</td> <td>Ankit Sonkhiya</td> </tr> <tr> <td>SageOne Investment Advisors LLP.</td> <td>Pratik Singhanian</td> </tr> <tr> <td>ASK Investment Managers Ltd.</td> <td>Sujit Jain</td> </tr> <tr> <td rowspan="3">ICICI Prudential Asset Management Co. Ltd.</td> <td>Sanket Gaidhani</td> </tr> <tr> <td>Manasvi Shah</td> </tr> <tr> <td>Anand Sharma</td> </tr> <tr> <td>DHFL Pramerica Asset Managers Pvt. Ltd.</td> <td>Himanshu Upadhayay</td> </tr> <tr> <td>Doric Capital Corporation</td> <td>Rajesh Ranganathan</td> </tr> <tr> <td>Franklin Templeton Asset Management (India) Pvt. Ltd.</td> <td>Roshi Jain</td> </tr> <tr> <td>Multi-Act Equity Consultancy Pvt. Ltd.</td> <td>Rohan Advant</td> </tr> <tr> <td>Reliance Nippon Life Asset Management Ltd.</td> <td>Manish Kayal</td> </tr> <tr> <td>Goldfish Capital Advisors Pvt. Ltd.</td> <td>Jignesh Kamani</td> </tr> </tbody> </table>	Company Name	Participants Name	Oculus Capital Advisors LLP.	Ankit Sonkhiya	SageOne Investment Advisors LLP.	Pratik Singhanian	ASK Investment Managers Ltd.	Sujit Jain	ICICI Prudential Asset Management Co. Ltd.	Sanket Gaidhani	Manasvi Shah	Anand Sharma	DHFL Pramerica Asset Managers Pvt. Ltd.	Himanshu Upadhayay	Doric Capital Corporation	Rajesh Ranganathan	Franklin Templeton Asset Management (India) Pvt. Ltd.	Roshi Jain	Multi-Act Equity Consultancy Pvt. Ltd.	Rohan Advant	Reliance Nippon Life Asset Management Ltd.	Manish Kayal	Goldfish Capital Advisors Pvt. Ltd.	Jignesh Kamani
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Company Representatives	1. Mr. Sumit Kasat – General Manager, Investor Relations 2. Mrs. 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																								
Discussion Highlights	<ol style="list-style-type: none"> 1. Brief company overview, our business verticals, projects portfolio, recent developments, expansion plans, forthcoming launches and new projects. 2. Overall industry sentiments, market demand and implications of recent reforms such as Demonetisation, RERA, GST, change in accounting principles (INDAS 115) & liquidity crisis on Indian real estate market. 3. Company's strategy & objectives going forward, management's focus area and focused target markets. <ol style="list-style-type: none"> a) Discussion on organisation structure, strategic partnerships, key initiatives undertaken, expansion plans and land acquisition approach. 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 segment, the Company focuses to monetise its investments through high leasing volumes and improve capital efficiency through balanced & capital light approach. 4. Walkthrough the financials of MLDL especially on sales, operating margins, profits, ROE, IRRs, cashflows, net worth and debt levels. 																								
Any other comments	No																								