

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	04 th June 2019
Type of meeting	One-on-one analyst meeting
Investor / Analysts Fund / Firm	Representatives from LGM Investments Ltd.: 1. Mr. Gokce Bulut – Portfolio Manager 2. Mr. Jaun Salazar – ESG Analyst & Engagement Specialist 3. Mr. Florian Gueritte – Investment Analyst
Company Representatives	1. Mr. Sumit Kasat – General Manager, Investor Relations 2. Ms. Ruchika Jain – Manager, Business Analytics & Investor Relations 3. Ms. Janhavi Parab – Senior Manager, Sustainability
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 and market insights of Indian real estate market. • Discussion on the sustainability approach adopted and key initiatives undertaken by the company. • Brief company overview across various business verticals, overall performance, expansion plans, strategy & objectives going forward, management's focus area and focused target markets. <ol style="list-style-type: none"> a) Discussion on land acquisition approach 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.
Any other comments	No