

**MAHINDRA LIFESPACE DEVELOPERS LIMITED**

CIN: L45200MH1999PLC118949

REGD. OFFICE: 5<sup>TH</sup> FLOOR, MAHINDRA TOWERS, WORLI, MUMBAI 400 018

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**Recording of discussion with Analysts, Brokers or Institutional Investors**

Date of the meeting	6 <sup>th</sup> June 2019
Type of meeting	Concall meeting
Investor / Analysts Fund / Firm	Representatives from Carnelian Capital Advisors LLP.: 1. Mr. Kushal Maheshwari – Research Analyst 2. Mr. Manoj Bahety – Founder
Company Representatives	1. Mr. Sumit Kasat – General Manager, Investor Relations 2. 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"> <li>• Overall industry sentiments, market demand, implications of accounting principles (INDAS 115) and liquidity crisis on Indian real estate market.</li> <li>• Brief company overview, performance across business verticals, expansion plans, strategy &amp; objectives going forward, management's focus area and focused target markets.               <ul style="list-style-type: none"> <li>a) Discussion on current developments, land acquisition approach, organisation structure, strategic partnerships and key initiatives undertaken. Company to multiply its operations through strengthened BD team and effective new launches.</li> <li>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.</li> <li>c) In the Integrated Cities &amp; Industrial Clusters (IC&amp;IC) segment, the Company's focus will be:                   <ul style="list-style-type: none"> <li>• Monetising the existing investments by intensifying the efforts on higher leasing volume.</li> <li>• Looking at pre-aggregated land parcels to reduce holding costs and improve capital efficiency through balanced &amp; capital light approach.</li> </ul> </li> </ul> </li> <li>• Walkthrough the financials of MLDL especially on sales, operating margins, profitability, cashflows potential, IRRs, ROE, ROCE, net worth and debt levels.</li> </ul>
Any other comments	No