

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	28 th June 2019
Type of meeting	One-on-one analyst meeting
Investor / Analysts Fund / Firm	Representatives from AlfAccurate Advisors Pvt. Ltd.: 1. Mr. Rajesh Kothari – Managing Director
Company Representatives	1. Ms. Sangeeta Prasad – Chief Executive Officer & Managing Director 2. Mr. Sumit Kasat – General Manager, Investor Relations 3. 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 and market insights of Indian real estate market. • Brief company performance, business highlights, 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. • Walkthrough the financials of MLDL especially on sales, operating margins, profitability, cashflows potential, IRRs, ROE, ROCE, net worth and debt levels. • Outlook of M&M Group on Company's objectives and growth aspirations.
Any other comments	No