

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	21 st June 2019
Type of meeting	One-on-one analyst meeting
Investor / Analysts Fund / Firm	Representatives from Carnelian Capital Advisors LLP.: 1. Mr. Vikas Khemani – Founder 2. Mr. Manoj Bahety – Founder
Company Representatives	1. Ms. Sangeeta Prasad – Managing Director & Chief Executive Officer 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, market demand, implications of accounting principles (INDAS 115) and liquidity crisis on Indian real estate market. • Brief company overview, current business highlights, performance across various business verticals, projects portfolio, expansion plans and land acquisition approach. • Company's current organisation structure, strategy going forward, management's focus area and key initiatives undertaken. <ul style="list-style-type: none"> a) 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, cashflow potential, IRRs, ROE, net worth and debt levels.
Any other comments	No