

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	19 th June 2019
Type of meeting	One-on-one analyst meeting
Investor / Analysts Fund / Firm	Representatives from ITI Asset Management Ltd.: 1. Mr. George Joseph – Chief Financial Officer & Chief Investment Officer 2. Mr. Pradeep Gokhale – Senior Fund Manager & Head Research
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"> • Brief company's overall performance, projects portfolio, expansion plans, management's focus area and land acquisition approach. • Discussion on current developments, organisation structure, key initiatives undertaken and strategy & objectives going forward. Company to multiply its operations through strengthened BD team and effective new launches. • 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. • 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. • Outlook of M&M Group on Company's objectives and growth aspirations.
Any other comments	No