

**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                                 | 21 <sup>st</sup> June 2019  |
| Type of meeting                                     | One-on-one analyst meeting  |
| Investor / Analysts<br>Fund / Firm                  | Mr. Apurva Shah – Senior Research Analyst from Phillip Capital (India) Private Ltd.   |
| Company Representatives                             | 1. Mr. Sumit Kasat – General Manager, Investor Relations<br>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 and implications of recent developments in Indian real estate market.</li><li>• Discussion on company's performance, project portfolio, expansion plans, management's focus area, key initiatives undertaken, land acquisition approach and strategy ahead.</li><li>• Company to multiply its operations through strengthened BD team and effective new launches.</li><li>• Walkthrough the financials of MLDL especially on sales, profits, cashflow potential, IRR, ROE, net worth and debt levels.</li></ul> |
| Any other comments                                  | No  |