

**MAHINDRA LIFESPACE DEVELOPERS LIMITED**

CIN: L45200MH1999PLC118949

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

Tel: 6747 8600 /6747 8601 Fax: 2497 5084 Website: www.mahindralifespaces.com

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

Date of the meeting	February 06, 2019
Type of meeting	One-on-one analyst meeting
Investor / Analysts Fund / Firm	Mr. Ashiesh Bhatia from Accendo Capital Management
Company Representatives	1. Mr. Sumit Kasat - General Manager, Finance & 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 and implications of recent developments in Indian real estate market such as Demonetisation, GST, RERA and changes in accounting principles (INDAS 115).</li> <li>• Company's performance across various business verticals, project portfolio, expansion plans &amp; new projects.</li> <li>• Understand Company's strategy going forward in each business vertical, management's growth aspirations &amp; focused target markets.               <ul style="list-style-type: none"> <li>○ In the Integrated Cities &amp; Industrial Clusters segment, the company is looking at pre-aggregated land parcels to reduce holding costs and improve capital efficiency.</li> <li>○ In the residential business, the company's focus will be on Mumbai, Pune and Bengaluru markets, followed by NCR and Hyderabad. The company would like to increase its penetration in its core markets.</li> </ul> </li> <li>• Discussion on current developments, recent land acquisitions, organisation structure and leadership teams, key initiatives undertaken, and expansion plans. Company to multiply its operations through strengthened BD team and effective new launches.</li> <li>• Discussion on strategic partnerships with Sumitomo &amp; International Finance Corporation (IFC) for Industrial parks and HDFC Capital for Affordable Housing platform along their benefits.</li> <li>• Walkthrough the financials of MLDL and its subsidiaries, especially on sales, margins, cashflow, recurring income, IRRs and debt levels.</li> </ul>
Any other comments	No