

**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	March 13, 2019
Type of meeting	One-on-one analyst meeting
Investor / Analysts Fund / Firm	Representatives from Antique Stock Broking Ltd.: 1. Mr. Biplab Debbarma – Vice President, Equities
Company Representatives	1. Mr. Jayantt Manmadkar – Chief Financial 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"> <li>• Overall industry sentiments, market demand and implications of accounting principles (INDAS 115) and liquidity crisis on Indian real estate market.</li> <li>• Brief company's performance, projects portfolio, forthcoming launches, new projects, expansion plans and land acquisition approach.</li> <li>• Company's strategy &amp; objectives going forward, management's focus area and focused target markets.</li> <li>• Discussion on current organisation structure, strategic partnerships and key initiatives undertaken.</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, costs, operating margins, profits, cashflows, IRRs, ROE, ROCE, net worth and debt levels.</li> </ul>
Any other comments	No