

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	November 26, 2018
Type of meeting	One-on-one analyst meeting
Investor / Analysts Fund / Firm	Representatives from DHFL Pramerica Asset Managers Pvt. Ltd.: 1. Mr. Himanshu Upadhyay - Portfolio Manager 2. Mr. Anuj Sharma - Portfolio Manager
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"> • 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). • Company's performance across various business verticals, project portfolio, expansion plans & new projects. • Understand Company's strategy going forward in each business vertical, management's growth aspirations & focused target markets. <ul style="list-style-type: none"> ○ In the Integrated Cities & Industrial Clusters segment, the company is looking at pre-aggregated land parcels to reduce holding costs and improve capital efficiency. ○ 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. • Discussion on current developments, key initiatives undertaken, expansion plans and land acquisition approach. Company to multiply its operations through strengthened BD team and effective new launches. • Discussion on Affordable Housing – tenure, sales volume, technology, cost of construction, government initiatives & subsidies, demand potential, new projects, approvals, strategic partnerships with HDFC Capital and its benefits. • Walkthrough the financials of MLDL and its subsidiaries, especially on sales, margins, IRRs, cashflows, net worth and debt levels.
Any other comments	No