

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	November 14, 2018
Type of meeting	One-on-one analyst meeting
Investor / Analysts Fund / Firm	Representatives from Lazard Asset Management: 1. Mr. Elias Chrysostomou - Portfolio Manager
Company Representatives	1. Mr. Sumit Kasat - General Manager, 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"> • Brief company overview, our business verticals, projects portfolio, expansion plans, new projects, market feedback & overall industry sentiments. • Experience in affordable housing business - preferred locations, planning & execution, cost of construction, sales of existing projects, yields, tax benefits, demand potential, new projects and opportunities. • Implications of recent developments such as Demonetisation, RERA, GST and changes in accounting principles (INDAS 115) on Indian real estate market. • 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 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. ○ In the Integrated Cities & Industrial Clusters segment, the company is looking at pre-aggregated land parcels to reduce holding costs and improve capital efficiency. • 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. • Walkthrough the financials of MLDL, especially on sales, margins, net worth, debt, ROE and ROCE levels.
Any other comments	No