

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	February 20, 2019
Type of meeting	One-on-one analyst meeting
Investor / Analysts Fund / Firm	1. Mr. Girish Kumar Sharda – HNI Investor 2. Mr. Basant Baheti – Investment Consultant
Company Representatives	1. Ms. Sangeeta Prasad – Managing Director & Chief Executive Officer 2. Mr. Jayant Manmadkar – Chief Financial Officer 3. Mr. Sumit Kasat – General Manager, Investor Relations 4. 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, overall performance, projects portfolio, expansion plans, forthcoming launches and new projects. • Overall industry sentiments, market demand and implications of change in accounting principles (INDAS 115) on Indian real estate market. • Company's strategy & objectives going forward, management's focus area, focused target markets. • Discussion on current developments, organisation structure, key initiatives undertaken, strategic partnerships and land acquisition approach. • Walkthrough the financials of MLDL especially on sales, revenue, operating margins, profits, cashflows, net worth and debt levels.
Any other comments	No