

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	February 12, 2019
Type of meeting	Conference call meeting
Investor / Analysts Fund / Firm	Mr. George Barrow from Polar Capital, London
Company Representatives	1. Mr. Sumit Kasat – General Manager, Finance & Investor Relations 2. Mrs. 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	<ol style="list-style-type: none"> 1. Overall industry sentiments, market demand and implications of recent reforms such as Demonetisation, RERA, GST, changes in accounting principles (INDAS 115) and liquidity crisis on Indian real estate market. 2. Brief company overview, operational performance across various business verticals, project portfolio, new project launches and land acquisitions. 3. Company's strategy & objectives going forward, focused target markets and management focus areas. <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, organisation structure & leadership team, strategic partnerships, key initiatives undertaken, expansion plans and land acquisition approach. 4. Walkthrough the financials of MLDL especially on sales, operating margins, profits, IRRs, cashflows, net worth and debt levels.
Any other comments	No