

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	March 06, 2019
Type of meeting	One-on-one analyst meeting
Investor / Analysts Fund / Firm	Representatives from UTI Mutual Fund: 1. Mr. V. Srivatsa - Fund Manager
Company Representatives	1. Mr. Jayant 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"> • Brief company's overall performance, projects portfolio, new launches, forthcoming projects, expansion plans, key initiatives undertaken and land acquisition approach. • Company's strategy & objectives going forward, management's focus area and focused target markets. <ul style="list-style-type: none"> a) In the residential business, the Company's focus will be on Mumbai, Pune and Bengaluru markets, followed by NCR and Hyderabad, to increase its penetration in its core markets. b) In the Integrated Cities & Industrial Clusters segment, the Company is looking at pre-aggregated land parcels to reduce holding costs and improve capital efficiency through balanced & capital light approach. c) Company to multiply its operations through strengthened BD team and effective new launches. • Outlook of M&M Group on Company's objectives and growth aspirations. • Walkthrough the financials of MLDL especially on sales, operating margins, profits, cashflows, IRRs, ROE, ROCE, net worth and debt levels.
Any other comments	No