

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	Feb 11, 2019 (Antique's Investor Conference 'Build India, New India')																						
Type of meeting	One-on-one / Group meetings with various participants																						
Investor / Analysts Fund / Firm	Representatives from following organisations / funds participated																						
	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: left;">Company Name</th> <th style="text-align: left;">Participants Name</th> </tr> </thead> <tbody> <tr> <td>Banyan Tree Advisors Pvt. Ltd.</td> <td>Jigar Shah</td> </tr> <tr> <td>India Sotheby's International Realty</td> <td>Sundershan Sharma</td> </tr> <tr> <td>Bellwether Capital Pvt. Ltd.</td> <td>V Srinath</td> </tr> <tr> <td>Bellwether Capital Pvt. Ltd.</td> <td>Navin J R</td> </tr> <tr> <td>Renaissance Investment Managers Pvt. Ltd.</td> <td>Anandha Padmanabhan</td> </tr> <tr> <td>Truffle Investments</td> <td>Harini Dedhia</td> </tr> <tr> <td>Subhkam Ventures (I) Pvt. Ltd.</td> <td>Subramaniam Yadav</td> </tr> <tr> <td>Franklin Templeton Asset Management (I) Pvt. Ltd.</td> <td>Swagato Ghosh</td> </tr> <tr> <td>Alchemy Capital Management Pvt. Ltd.</td> <td>Alka Sinha</td> </tr> <tr> <td>Karma Capital Advisors Pvt. Ltd.</td> <td>Vinit Manek</td> </tr> </tbody> </table>	Company Name	Participants Name	Banyan Tree Advisors Pvt. Ltd.	Jigar Shah	India Sotheby's International Realty	Sundershan Sharma	Bellwether Capital Pvt. Ltd.	V Srinath	Bellwether Capital Pvt. Ltd.	Navin J R	Renaissance Investment Managers Pvt. Ltd.	Anandha Padmanabhan	Truffle Investments	Harini Dedhia	Subhkam Ventures (I) Pvt. Ltd.	Subramaniam Yadav	Franklin Templeton Asset Management (I) Pvt. Ltd.	Swagato Ghosh	Alchemy Capital Management Pvt. Ltd.	Alka Sinha	Karma Capital Advisors Pvt. Ltd.	Vinit Manek
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Company Representatives	1. Mr. Jayantt Manmadkar – Chief Executive Officer 2. Mr. Sumit Kasat – General Manager, Investor Relations 3. 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																						
Discussion Highlights	<ol style="list-style-type: none"> 1. Brief company overview, our business verticals, projects portfolio, expansion plans, forthcoming launches and new projects. 2. Overall industry sentiments, market demand and implications of recent reforms such as Demonetisation, RERA, GST, change in accounting principles (INDAS 115) and liquidity crisis on Indian real estate market. 3. Discussion on the current developments of the Company for 9M FY2019: <ol style="list-style-type: none"> a) Launched 3 new mid-premium residential projects: <ul style="list-style-type: none"> • 'ROOTS' at Kandivali (E), Mumbai in Jun'18. • 'LAKEWOODS' at MWC Chennai in Jul'18. • 'CENTRALIS' at Pimpri, Pune in Feb'18. b) Acquisition of 3 new land parcel: <ul style="list-style-type: none"> • Happinest Kalyan having development potential of ~0.84 msft. • Bengaluru having development potential of ~0.74 msft. • Pune having development potential of ~0.68 msft. c) Origins, Chennai signed its first customer, Yanmar Group, a leading manufacturer of Diesel engines, leasing 22.8 acres. 4. Company's strategy & objectives going forward, management's focus area and focused target markets. <ol style="list-style-type: none"> a) Discussion on organisation structure, strategic partnerships, key initiatives undertaken, expansion plans and land acquisition approach. b) 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. c) 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. 5. Walkthrough the financials of MLDL especially on sales, operating margins, profits, IRRs, cashflows, net worth and debt levels. 																						
Any other comments	No																						