

MAHINDRA LIFESPACE DEVELOPERS LIMITED

CIN: L45200MH1999PLC118949

REGD. OFFICE: 5TH FLOOR, MAHINDRA TOWERS, WORLI, MUMBAI 400 018

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Recording of discussion with Analysts, Brokers or Institutional Investors

Date of the meeting	Mar 25, 2019 (Motilal Oswal Annual India Ideation Conference)																																				
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>Kotak Mutual Fund</td> <td>Harish Krishnan</td> </tr> <tr> <td>Tata Asset Management Ltd.</td> <td>Chandraprakash Padiyar</td> </tr> <tr> <td>Tata Asset Management Ltd.</td> <td>Danesh Mistry</td> </tr> <tr> <td>ICICI Prudential Asset Management Co. Ltd.</td> <td>Parag Thakkar</td> </tr> <tr> <td>White Oak Capital Partners Pte. Ltd.</td> <td>Rishi Maheshwari</td> </tr> <tr> <td>White Oak Capital Partners Pte. Ltd.</td> <td>Prashant Khemka</td> </tr> <tr> <td>SBI Funds Management Pvt. Ltd.</td> <td>Rohit Shimpi</td> </tr> <tr> <td>ICICI Prudential Life Insurance Co. Ltd</td> <td>Akalp Gupta</td> </tr> <tr> <td>UTI Asset Management Co. Ltd.</td> <td>Parag Chavan</td> </tr> <tr> <td>Aditya Birla Sunlife MF</td> <td>Chanchal Khandelwal</td> </tr> <tr> <td>Param Capital</td> <td>Mukul Agrawal</td> </tr> <tr> <td>Axis Bank</td> <td>Omkar Kshirsagar</td> </tr> <tr> <td>Unifi Capital Pvt. Ltd.</td> <td>Nisha Kakran</td> </tr> <tr> <td>Renaissance Investment Managers Pvt. Ltd.</td> <td>Shreyans Jain</td> </tr> <tr> <td>Motilal Oswal Asset Management Co. Ltd.</td> <td>Susmit Patodia</td> </tr> <tr> <td>Motilal Oswal Financial Services Ltd.</td> <td>Nikhil Gupta</td> </tr> <tr> <td>Motilal Oswal Securities Ltd.</td> <td>Chintan Modi</td> </tr> </tbody> </table>	Company Name	Participants Name	Kotak Mutual Fund	Harish Krishnan	Tata Asset Management Ltd.	Chandraprakash Padiyar	Tata Asset Management Ltd.	Danesh Mistry	ICICI Prudential Asset Management Co. Ltd.	Parag Thakkar	White Oak Capital Partners Pte. Ltd.	Rishi Maheshwari	White Oak Capital Partners Pte. Ltd.	Prashant Khemka	SBI Funds Management Pvt. Ltd.	Rohit Shimpi	ICICI Prudential Life Insurance Co. Ltd	Akalp Gupta	UTI Asset Management Co. Ltd.	Parag Chavan	Aditya Birla Sunlife MF	Chanchal Khandelwal	Param Capital	Mukul Agrawal	Axis Bank	Omkar Kshirsagar	Unifi Capital Pvt. Ltd.	Nisha Kakran	Renaissance Investment Managers Pvt. Ltd.	Shreyans Jain	Motilal Oswal Asset Management Co. Ltd.	Susmit Patodia	Motilal Oswal Financial Services Ltd.	Nikhil Gupta	Motilal Oswal Securities Ltd.	Chintan Modi
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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	1. Brief company overview, our business verticals, projects portfolio, recent developments, 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) & liquidity crisis on Indian real estate market. 3. Company's strategy & objectives going forward, management's focus area and focused target markets. 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 focuses to monetise its investments through high leasing volumes and improve capital efficiency through balanced & capital light approach. 4. Walkthrough the financials of MLDL especially on sales, operating margins, profits, ROE, IRRs, cashflows, net worth and debt levels.																																				
Any other comments	No																																				